

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.



Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

Vol. XXX.

CHICAGO, ILLINOIS, JUNE 15, 1912.

No. 12.

One Dollar Per Annum.
SINGLE COPIES, TEN CENTS.

IF THE PLIES

of your belt separate like
this it wasn't



"R. F. & C." Solid Woven Rubber Belt

The "R. F. & C." gives MAXIMUM of strength and
MINIMUM of stretch. Eliminates all belt troubles.

A sample will prove most convincing evidence;
send for it.

W. H. SALISBURY & CO., Inc.

Pioneer Rubber Belt Manufacturers in the West
CHICAGO, ILLINOIS



New York Boston
San Francisco

Be sure its the

"MOHAWK"

brand of rubber
belting.

Order of your build-
ing contractor or
dealer or write us
direct.

Wanted!

An Unlimited Number of Shippers

To Satisfy.

Consign your grain to us, we will do the rest.

J. H. DOLE & CO.
CHICAGO



**MINNEAPOLIS SEED
COMPANY**

SEEDS

Timothy Our Specialty

MINNEAPOLIS, - MINN.

TRADE MARK REGISTERED IN U. S. A.

The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it
a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

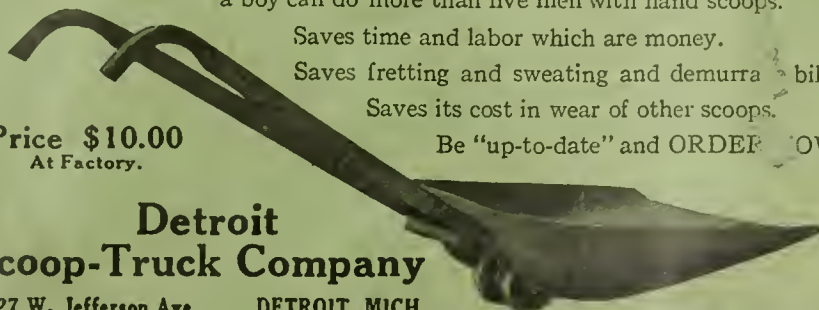
Saves its cost in wear of other scoops.

Be "up-to-date" and ORDER NOW.

Price \$10.00
At Factory.

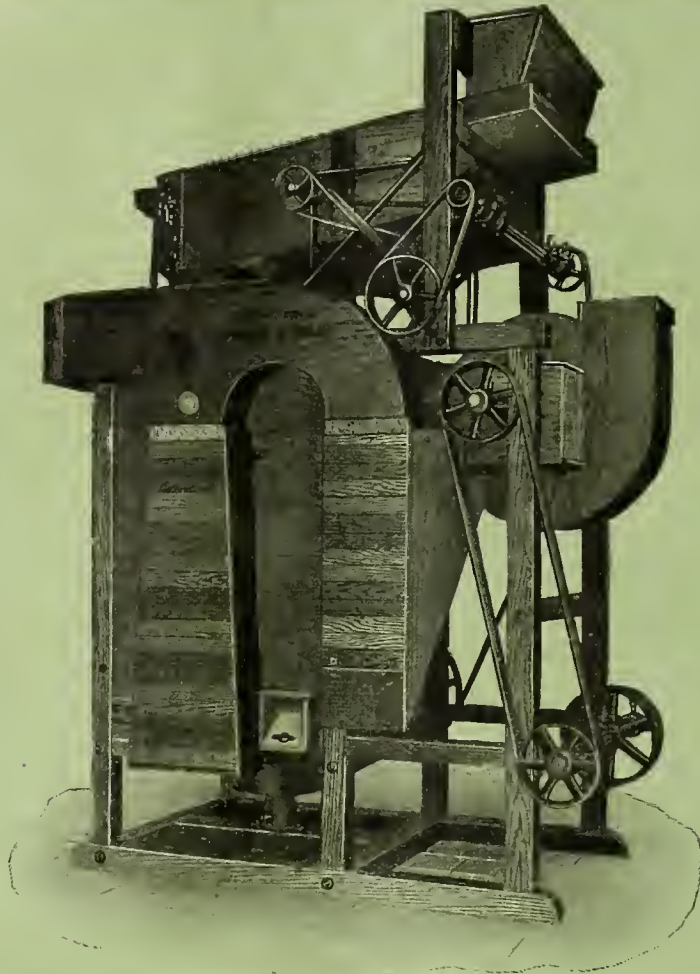
**Detroit
Scoop-Truck Company**

2227 W. Jefferson Ave. DETROIT, MICH.





Clips The Ends Of The Berry Hardest



The Moline Upright Oat Clipper does better work than other clippers, because it clips the ends of the berry the hardest.

It also saves from forty to sixty per cent of the power required by horizontal machines and the cost of the fuel thus saved will, in a short time, equal the purchase price of the machine.

Can be used simply as a scalper, or as a scalper and clipper, because of its by-pass spout.

Our late booklet gives full information.

Can ship promptly.

BARNARD & LEAS MFG. CO.

**MILL BUILDERS AND
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.

The McDANIEL GRAIN DRIER

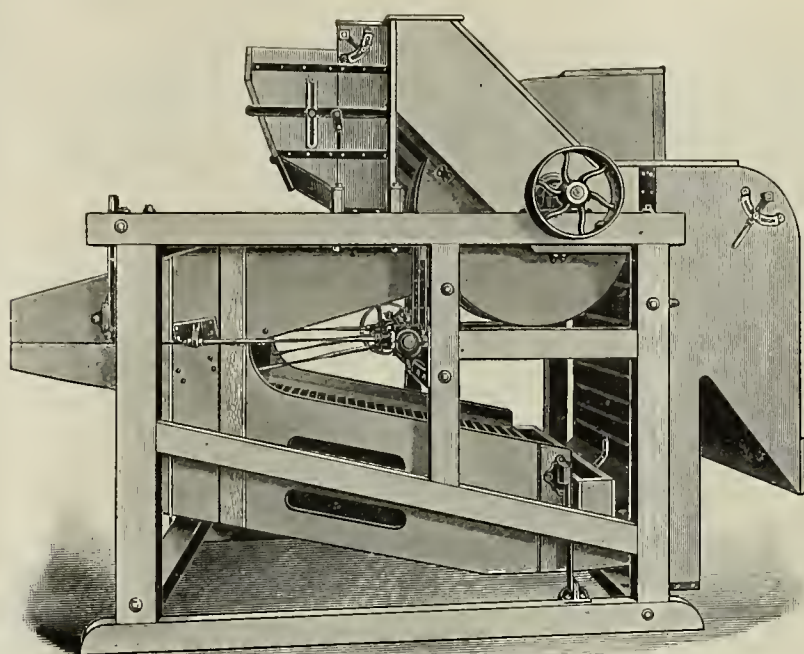
Will remove any desired percentage of moisture from grain, putting it in perfect condition for milling, shipping or storage.

It is working daily drying Wheat, Whole Corn, Cracked Corn, Buckwheat, Beans, etc.

WRITE US FOR FULL INFORMATION

Richmond Manufacturing Company Lockport, New York

REPRESENTED BY { L. S. MEEKER, 2 Chamber of Commerce, Minneapolis, Minn.
B. P. ORDWAY, 225 Board of Trade, Kansas City, Mo.
E. R. WATSON, 221 E. Kentucky St., Louisville, Ky.



Niagara Compound Shake Corn and Cob Separator

Designed especially for cleaning corn and removing the cobs as it comes from the Sheller. Equipped with non-choking sieves of special construction and deep reservoir ring oiling boxes. Built of hard wood and iron in capacities from 200 to 2000 bushels per hour.

The Morris Grain Drier and Its Scientific Use

When any inventor has designed an article for any particular line of work and offers same for public use, it is meet and proper that he should explain its operation along scientific lines; and his statements of what he can accomplish with his device should be such that will stand the investigation of scientific people, otherwise his statements are mere assertions not borne out by facts.

F. R. Morris, the inventor of the Morris Improved Grain Drier, makes the claim that the process of eliminating the excess moisture from any kind of grain is just as scientific a problem as making flour from wheat. In early days any old way to accomplish certain things were considered good enough, but in these days of fierce competition, he who has the latest designs in machinery whereby he can produce an article at minimum of cost and excellence in quality, leads in his particular line and his competitors hasten to emulate his methods or obtain

something better in order to hold their own in the march of progress. And properly drying grain is just as scientific a problem as any other line of work where machinery is employed. What are the claims set up by the Morris Methods of eliminating excess moisture?

First: Even drying. Second: The grain is not disintegrated so it breaks up in process of numerous handling after drying. Its bright, natural appearance retaining all of its original lustre and not having that baked smell after drying, which is a sure sign of improperly dried grain. Lastly: Its keeping qualities when the proper amount of moisture has been eliminated.

These statements are not made at random. They are absolute facts borne out wherever the Morris Driers are in use. A comparison was made of samples from the different grain drying plants coming into Philadelphia in the month of February of this year, among which was Morris Dried Grain. These samples were thoroughly examined by experts and it was the unanimous conclusion of one and all that the Morris Dried Grain was far superior to them all, both in appearance, evenness of drying, and more important than all, being practically free from floured or broken grains. There is a reason for this. What is the reason? Because the Morris Driers and Coolers are designed along scientific lines.

The demand for Driers of late years has incited many people to design Driers without scientific study of the subject, thinking that they had only to blast heated air against or through thin layers of grain held in different positions in receptacles called Driers, then draw the grain out insufficiently dried and cooled, load it into cars or boats and call it dried grain, only to find in many cases that it got out of condition again in a few days or a week, to the great financial loss of the shippers of same.

Why does the Morris Methods turn out the grain superior to other methods? This is a question to which every progressive user of Grain Driers is entitled to an intelligent and scientific answer that will bear investigation. It is because the heated air is forced through the entire body of grain separated only by the screen covered air ducts in an even flow of air through every part of grain contained in the Drier bins, removing nothing from the grain except the excess moisture. A housewife or a chef would not think of slicing up a turkey or a nice juicy roast of beef into thin slices and hang it inside of the oven to bake all of the natural ingredients out of it, rendering it unfit to eat. In drying grain it is the excess moisture only that should be removed. The starch and oil and other chemical properties in the grain should not be disturbed, only the moisture removed. Water has a tendency to disintegrate and the quicker that it is removed from the grain without disturbing the other ingredients, the better.

This is why the Morris Methods are so far superior to any others.

The Morris Grain Drier Co.

5-5 511 Chamber of Commerce

MILWAUKEE, WIS.



MORRIS GRAIN DRIER, Installed at Chicago, Milwaukee & St. Paul Elevator B. Milwaukee, Wis. Leased by Fagg & Taylor.

WE WERE THE FIRST TO BRING OUT A

Single Steel Disc Feed Grinding Mill

that has proven a perfect success.

NEARLY 600 IN USE

The cost of installing is $\frac{2}{3}$ less than any other high class Grinding Mill on the market.

The stock ground on the American Special Chopper is soft and bulky and just the kind of ground feed required for stock feeding.

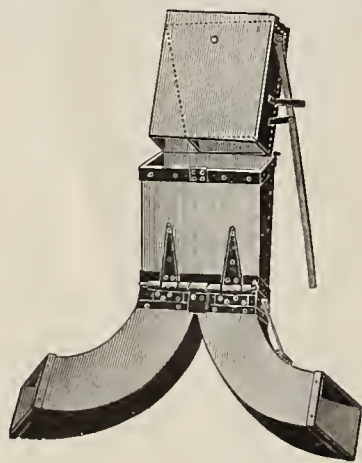
The Grinding Plates used on the American Special are fully covered by patents.

Write for Catalog and prices.

THE AMERICAN MACHINERY COMPANY, PORT HURON, MICH.



THE GERBER BIFURCATED GRAIN SPOUT



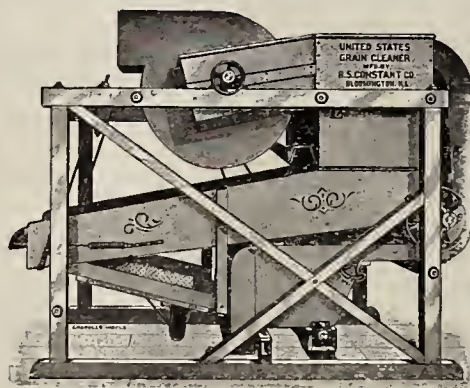
The only Spout made for trimming cars that will load both ends at the same time. It is made very heavy and has cast linings.

Cast Linings for Bifurcated Grain Spout



When ordering cast linings give number of parts required.

For particulars write
J. J. GERBER - MINNEAPOLIS, MINN



THE U. S. Grain Cleaner

is the best in the Union and should be in the top of all elevators where Corn, Oats and Wheat are shipped.

Higher Grades—Higher Prices.
Long life machine.
Ring or Chain Oiling Bearings.
Balanced Eccentric.
Five Separations and
All the Corn Saved.

The Constant Safety Ball Bearing Man-lift

the most satisfactory connecting link between Cleaner and Sheller.

Best made.
Easiest and safest.
Adjustable Brakes
which we guarantee.

State distance between floors and get our

Net Price

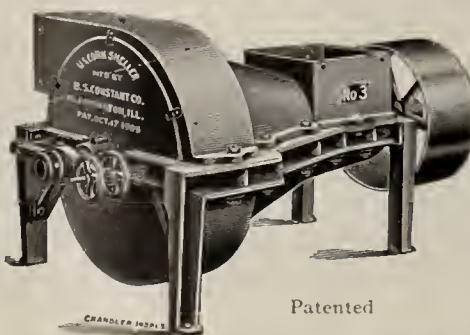
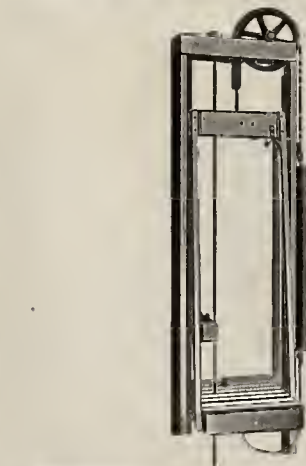
U. S. Corn Sheller

Fan Discharge,
over or under, right or left hand.

Iron or Wood Frame.
No Lower Hoppering.
Cheapest Installed.
Quickest and Cheapest Repaired
of any Sheller on the market.

Send for a Catalog.

B. S. CONSTANT CO.
Bloomington Illinois



Rope Drives

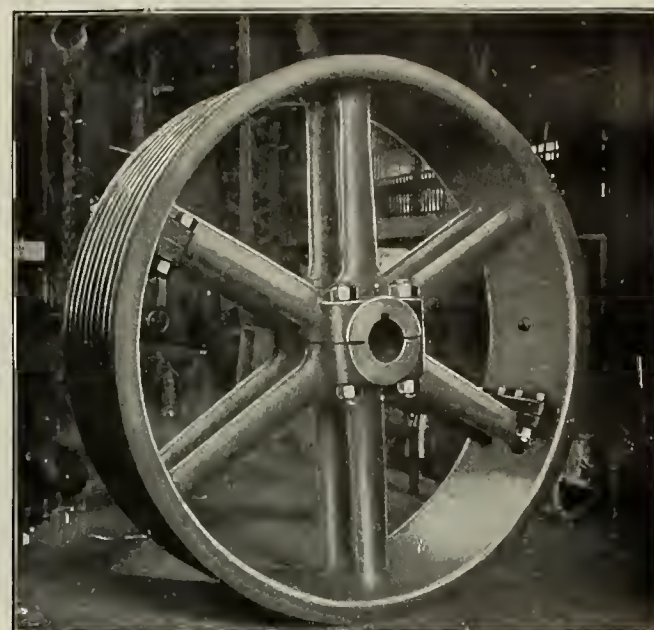
We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manilla rope. Our **Machine-molded sheaves** are perfect in balance, accurately finished and free from flaws injurious to the rope.

We cast and finish sheaves of all sizes—English or American system—Pulleys, Band Wheels, Flywheels, Drums, Gears, Sprocket Wheels, etc. We manufacture Shafting, Pillow Blocks, Hangers, Floor Stands, Elevator Casings, Heads and Boots and all kinds of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for Supplies.

H. W. Caldwell & Son Co., Chicago

Western Ave., 17th-18th Sts.

NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church Street



Send for Catalog No. 34.

ELWOOD'S GRAIN TABLES

Show the value of any number of bushels or pounds of WHEAT, RYE, OATS, CORN OR BARLEY at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

\$1.25

Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

DIXON'S SILICA-GRAPHITE PAINT

THE PROVEN SHIELD FOR IRON AND STEEL. INERT PIGMENTS, GOOD COVERING CAPACITY, DURABILITY RECORDS IN ALL CLIMATES. Write for Booklet 17-B.
JOSEPH DIXON CRUCIBLE COMPANY, JERSEY CITY, N. J.

THE INVINCIBLE-SYPHER

Electro Automatic Magnetic Separator



Very Durable—Small Consumption of Current

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it impossible for any iron to pass it.

This machine does not deteriorate with age—on the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive dynamo for it where current is not available.

INVINCIBLE GRAIN CLEANER COMPANY

SILVER CREEK, N. Y., U. S. A.

REPRESENTED BY

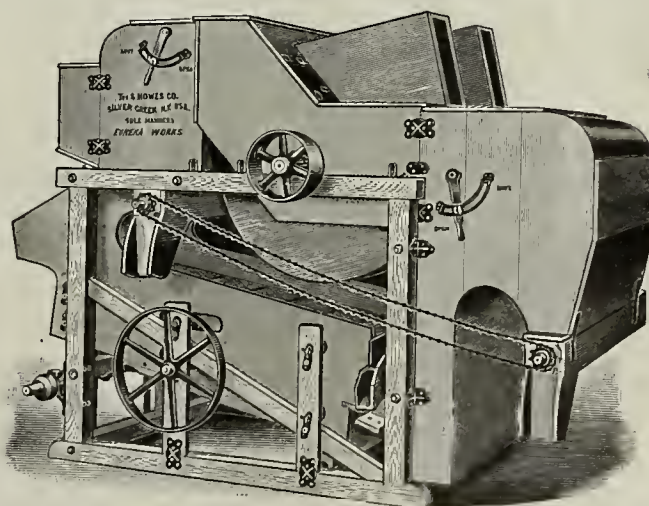
F. J. Murphy, 225 Exchange Bldg., Kansas City, Mo.
The Strong-Scott Mfg. Co., Minneapolis, Minn.
C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.
Frank E. Kingsbury, Terminal Hotel, St. Louis, Mo.
J. J. Crofut & Co., 613 McKay Bldg., Portland, Ore.
Chas. H. Sterling, Jefferson House, Toledo, Ohio
C. Wilkinson, 6027 Chestnut St., Philadelphia, Pa.
F. H. Morley, 512 Traders Building, Chicago, Ill.
McKain Mfg. Co., Los Angeles, Cal.
Buckley Bros., Louisville, Ky.



"EUREKA"



America's Favorite Grain Cleaner



Too much is demanded of a Receiving Separator to risk buying a doubtful one.

The *Eureka* is
Designed right—Built right—Priced right.

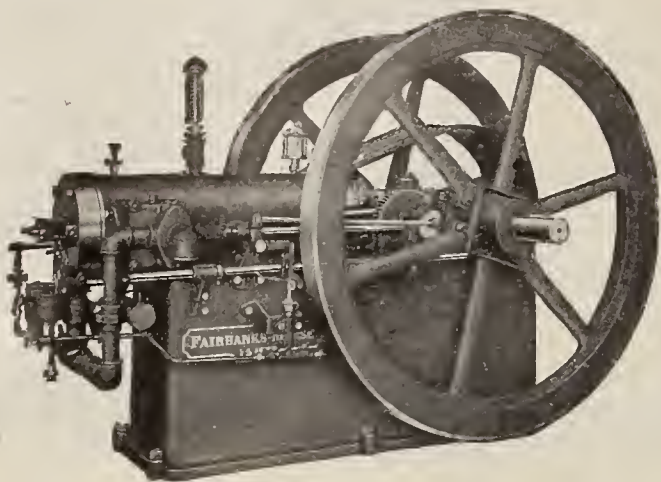
250-page Catalog Free.

THE S. HOWES COMPANY

SILVER CREEK, N. Y.

Northwestern Agents: E. A. Pynch & Co., Minneapolis, Minn.

Fairbanks-Morse Oil Engines



Solve the Power Problem

Steady reliable power, all day, every day.
They are built to stand years of hard service.
Operate on cheap, low grade oils, as well as
Kerosene, Benzine, Gasoline and Naphtha.

Write for Catalog No. 544MM

Fairbanks, Morse & Co.

Wabash Avenue and Eldridge Place, Chicago, Illinois

The Sidney Chain Drag Feeders



Style A



Style B

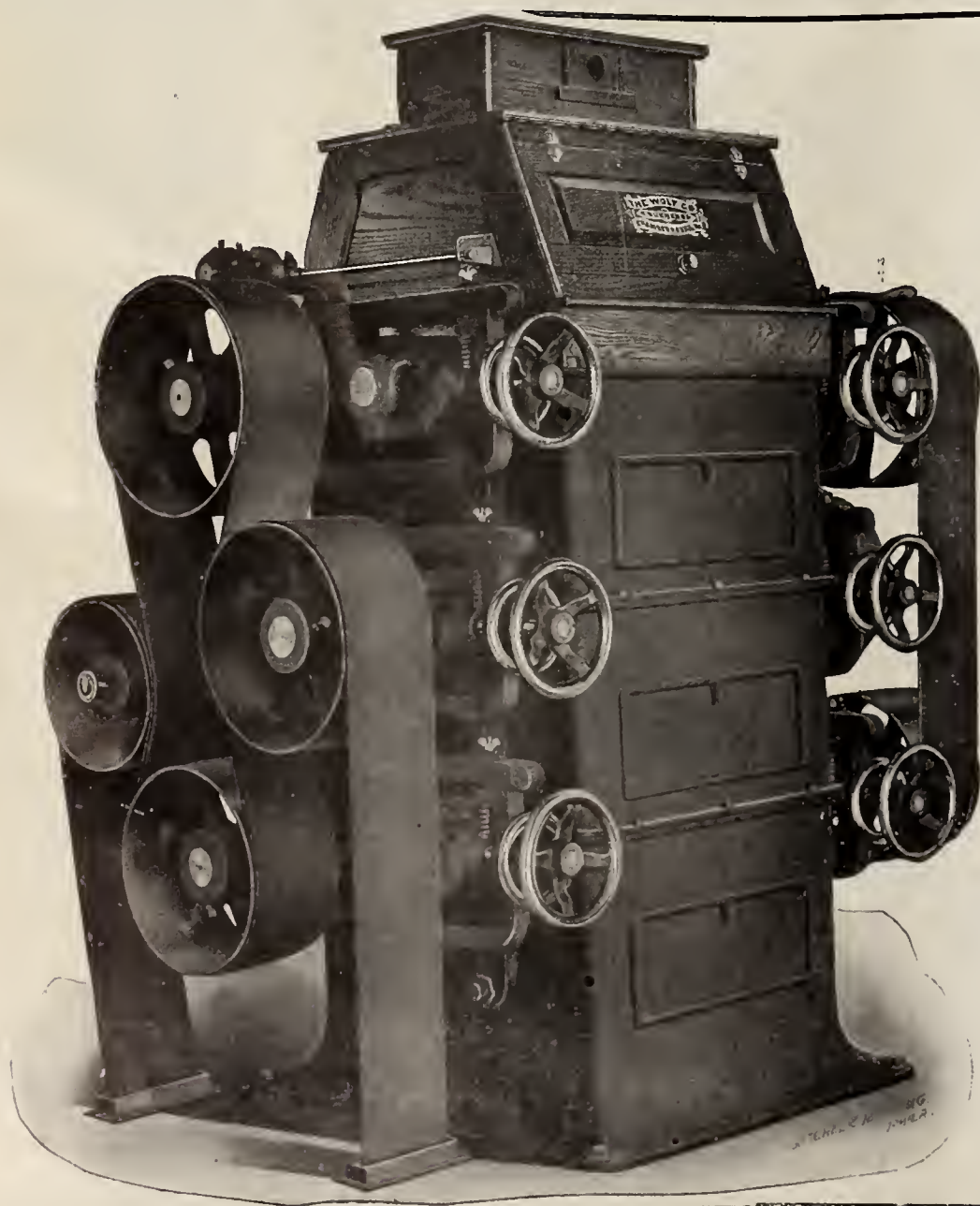
THE above Drags are complete and consist of the following: Cast Head with Tightener Sprocket, Shafts and Bearings; Cast Adjustable Rake-off with Sprocket, Shaft and Bearings; Cast Ends with Sprocket, Shaft and Bearings; Cast Iron Lining used in bottom of Drag Box; Wrought Iron Return Track for the Drag Chain to return on. The only difference between Style "A" and Style "B": Style "A" is complete with wood bottom box and return box which we do not furnish with Style B. All iron bearings are babbitted and furnished with oil holes.

We manufacture five different style Corn Shellers, also Grain Cleaners, Wagon Dumps, Grain Feeders, Manlifts. Everything for an Elevator from basement to cupola.

Write for our complete Catalogue No. 25.

The Philip Smith Mnfg. Company
Sidney, Ohio

A Complete Stock Carried at Enterprise, Kan.



It Is Important To Decide Right

If you are about to purchase a feed mill we can demonstrate to you that the only wise decision to make is to purchase our

Wolf Three Pair High Roller Mill

The accompanying picture speaks for itself. The mill is strongly built, light running with large capacity and is unequalled for feed and chop grinding.

Send for descriptive circular

THE WOLF CO.
Chambersburg, Pa.

J. HERBERT WARE

EDWARD F. LELAND

WARE & LELAND

CHICAGO

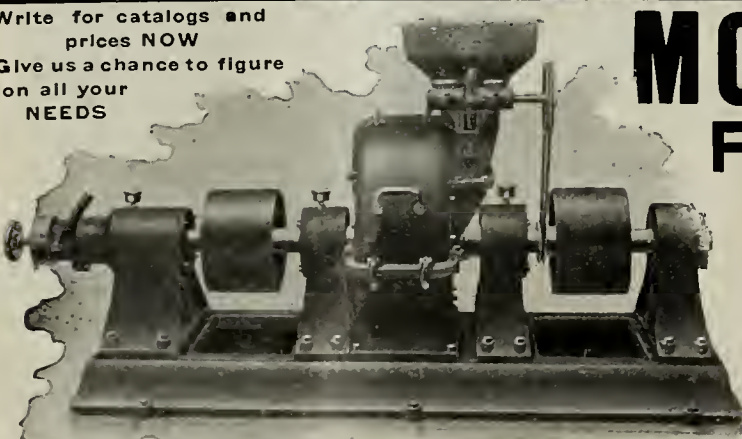
PRIVATE WIRES
FAST SERVICE WHICH IS AT YOUR DISPOSAL

Peoria Office—Board of Trade Bldg.

Your Interests Are Our Interests
Ship Us Your Grain

MEMBERS { CHICAGO BOARD OF TRADE
NEW YORK STOCK EXCHANGE

Write for catalogs and
prices NOW
Give us a chance to figure
on all your
NEEDS



MONARCH BALL BEARING
ATTRITION MILL

We manufacture the Largest, Most
Improved, and Most Complete Line of
Machinery for Flour and Feed Mills,
Grain Elevators, etc., in the World.

**MONARCH BALL BEARING
FEED GRINDERS WILL ALWAYS
→ SOLVE ALL YOUR TROUBLES ←
DON'T FORGET :**

**DIRECT CONNECTED MOTOR DRIVEN
Ball Bearing Feed Grinders and
Corn Crackers OUR SPECIALITY**

You cannot afford to operate your plant without one of these "Monarch" Mills, because of the large amount of power saved, or the tremendous increase in capacity, that you will obtain with your present power, guaranteed never to get out of tram. TRY ONE OF THESE MILLS. It DON'T pay to wait.

SPROUT, WALDRON & CO.,

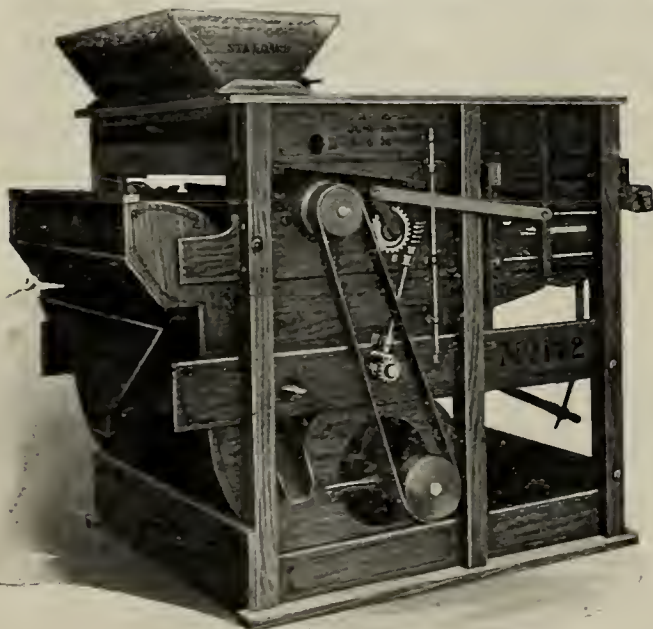
WESTERN OFFICE
MONADNOCK BLK. - CHICAGO

THE MILL P. O. BOX
BUILDERS 320

Established in 1866
Agents Wanted Everywhere

Muncy, Pa.

Pacific Coast Branch
613 McKay Bldg., Portland, Ore.



No. 142 "STANDARD" GRAIN AND SEED CLEANER

EQUIPPED WITH SCALPER SCREEN, TRAVELING BRUSHES, BLAST REGULATOR AND SINGLE DRUM

THIS machine is built with a full length scalper screen, which runs in an opposite direction from the two lower screens, and it will clean stock in one operation that would otherwise require two runs on a two screen machine. The lower screens are equipped with *Traveling Brushes*, and the Cleaner is also equipped with our Patented *Blast Regulator* which entirely eliminates the use of *Double* or *Divided Drums* in any width of Cleaners desired, and insures a perfectly *Even Blast* the entire width of the Drum. This is one of the most vital points to be considered in choosing a Cleaner, and commends the Standard to those who desire a Machine for the highest quality of efficiency. This Cleaner is of large capacity, and is A1. for Receiving, Grading and Cleaning Grain or Seeds of every variety. We will be pleased to forward full particulars on request. We manufacture a complete line of the *latest improved and most durable and efficient Grain and Seed Cleaners* ever produced. Write us for Catalogue and Discounts.

THE INTERNATIONAL MANUFACTURING CO.
CRESTLINE, OHIO, U. S. A.

WESTERN QUALITY

is shown in both Shellers and Cleaners as well as the entire line of Machinery and Supplies



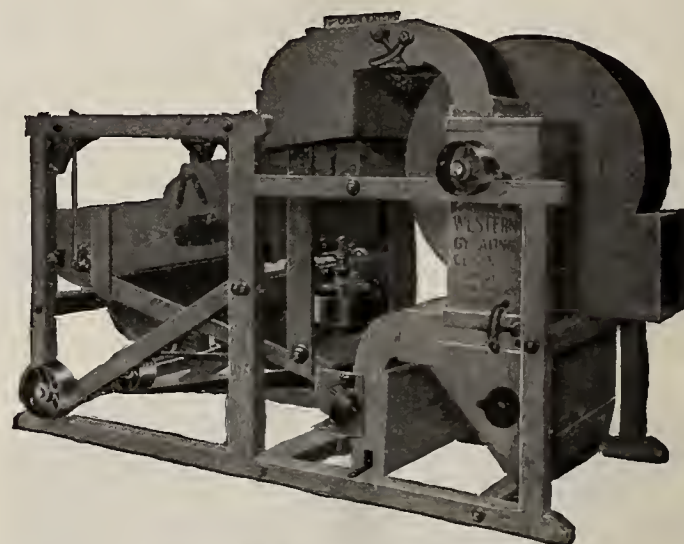
The Western Pitless Sheller

When you build or improve, use care in the selection of your machinery and supplies. It is not what we say about the WESTERN Cleaners and Shellers, but the service and satisfaction they give, the kind of work they do, that keeps them in the lead and makes them the combination you should buy.

THE WESTERN GYRATING CLEANER is built especially for separating corn from cobs as they come from the sheller, and recleaning corn and oats, but it is a

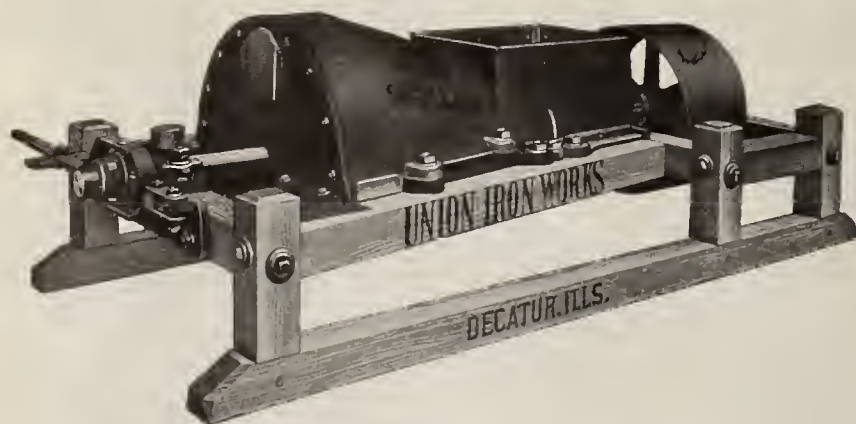
most excellent wheat and small grain cleaner, when fitted with extra screens furnished for this purpose. When you buy a WESTERN Cleaner, you get two machines for the price of one.

THE WESTERN SHELLER is strong and durable, made to fit all conditions. It has solid, full-turn conveyor feeders, making a positive feed; wide flaring hoppers, giving greater capacity and affording no possibility of corn bridging; patent adjusting lever, enabling the operator to instantly adjust the cylinder while running to all kinds and conditions of corn; shelling parts all subjected to our special chilling process, making them harder than steel;



The Western Gyrating Cleaner

frames—of seasoned hard wood; discharges—either direction, right or left, under or over. Large stock—all sizes for immediate shipment.



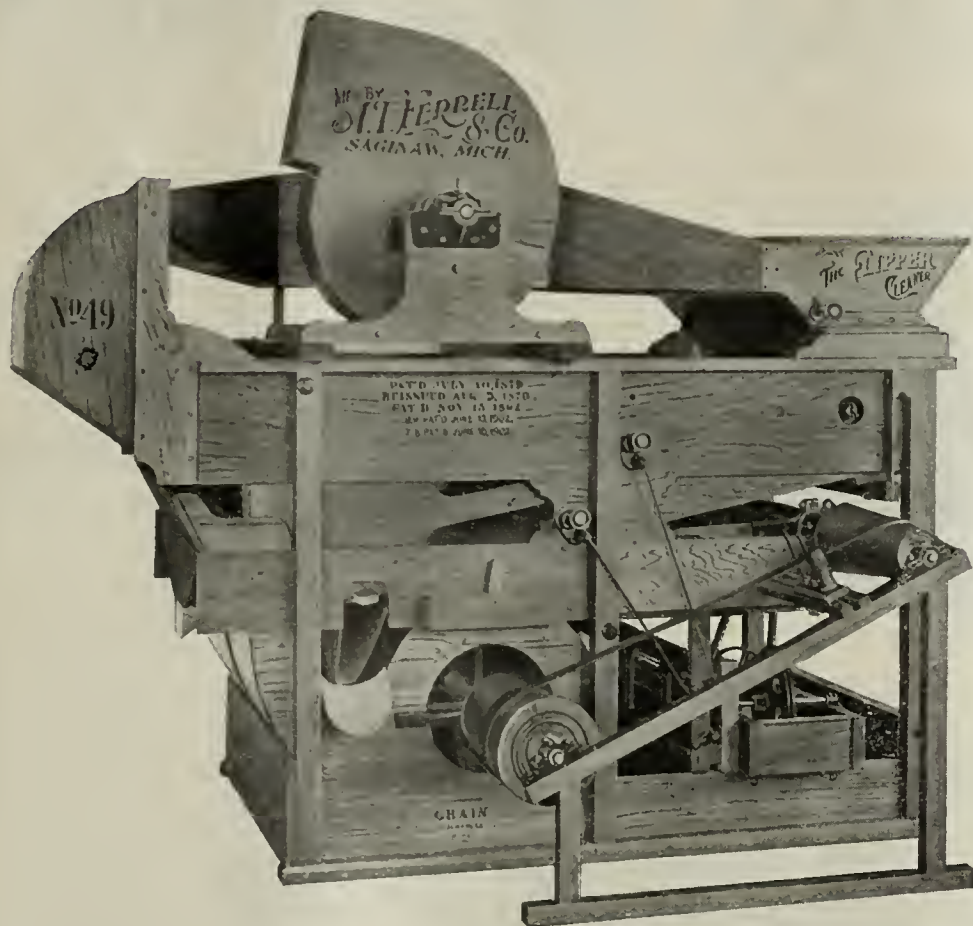
The Western Regular Warehouse Sheller

Get our catalog of the WESTERN line of Shellers, Cleaners and Grain Elevator Machinery.

UNION IRON WORKS, Decatur, Ill.

1221-1223 Union Avenue, KANSAS CITY, MO.

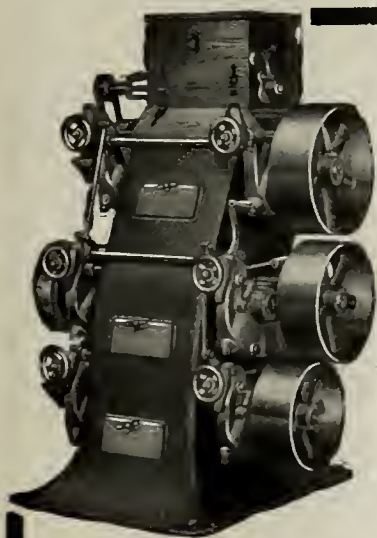
"Clipper" Grain and Seed Cleaners



The No. 49 Clipper is a first-class grain receiving cleaner for local elevators. It has large capacity, is solidly built, is dustless and will make the most difficult separations. It is simple, strong, convenient and will not easily get out of order. It requires less for repairs than any other grain cleaner on the market and is always ready for business. Ours is the only successful combination cleaner on the market. We give a 30-day guarantee with each machine.

If you are looking for the best cleaner, we would like to show you what we have. Our line of clover seed cleaners is strictly up-to-date. All sizes and capacity. We can furnish machines with Traveling Brushes, Air Controller and all modern improvements. Send for catalog and discounts.

A. T. FERRELL & CO., - SAGINAW, MICH.



Three Pair High

Roller Mills of N. & M. Co. make are built in four sizes; 7x14, 7x18, 9x18 and 9x24. Each size is equally strong, rigid and durable.

The Bearings are the Famous N. & M. Co. Collar and Capillary Oiling Type, the same as used on our well known Double Roller Mills. Our "book of mills" tells all about these highly efficient grinders of corn meal, pearl meal and feed. It will be mailed you on request.

Our Complete line of elevator and milling equipment enables us to give you what you need, when you need it, at the price you know is right. Let us prove it to your satisfaction.

Nordyke & Marmon Company

America's Leading Mill Builders

ESTABLISHED 1851

INDIANAPOLIS, INDIANA

"MONITOR" BALL BEARINGS



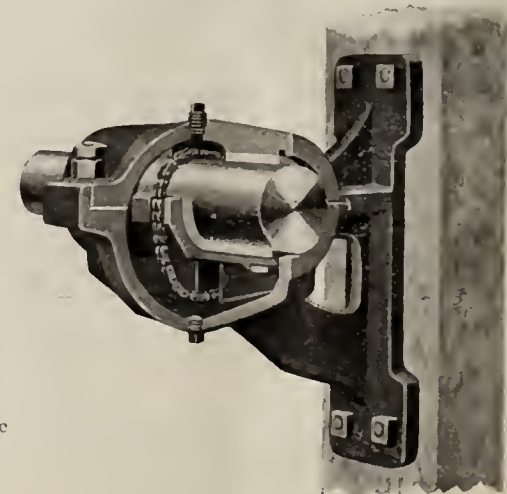
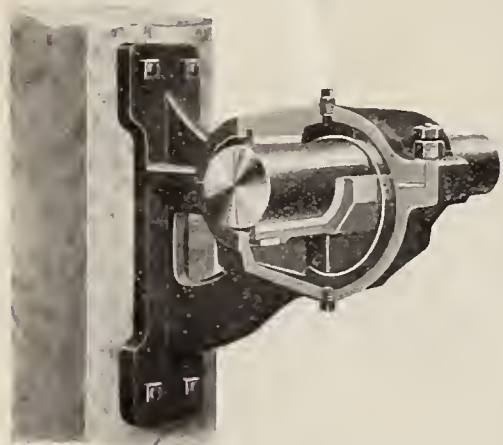
The Utmost In Power Reduction

Simply the fact that the "Monitor" is easily the **most practical** grain cleaner or oat clipper ball bearing insures its place as the **ultimate choice** of the practical operator who is far seeing as to possibilities and results.

Entirely new, designed along our own exclusively original lines, "Monitor" Ball Bearings are **entirely different** and **entirely better**. We honestly believe them to be the simplest in design, the most effective in service, the most substantial and the most durable of any ball bearing used up to the present moment for any grain cleaning machine whatsoever. A strong desire to produce a grain cleaning machine ball bearing, superior to anything perfected heretofore—and our thirty three years devoted to building high class grain cleaning machinery were back of us when we set out to investigate ball bearings and their relation to grain cleaners and oat clippers. Before our experienced engineers settled on any one idea we searched here and there to see what was best in modern, high class ball bearing construction. One thing came to us more forcibly than all others—that any ball bearing to be practical in every sense must be **sensitively self-aligning**. We stuck to that idea and had it to start with—then we designed and built up with other noticeably good features; result—a ball bearing like the illustration shown at top of page, which is the first **sensitively self-aligning** ball bearing we have ever seen for a grain cleaning machine.

If you are investigating power reduction for your plant we have some data for you.

And Here We Have Three Styles of Separator Bearings



These three smaller illustrations (reading from left to right) show "Monitor" Ring Oiling, "Monitor" Ball and "Monitor" Chain Oiling Bearings, which we are using to equip our ninety odd styles of "Monitor" Separators. Each has many distinctly good points—hear our story.

Send for
Illustrated
Descriptive Folder.

HUNTLEY MFG. CO., Silver Creek, N. Y.

Minneapolis, Minn.—A. F. Shuler, 316 Fourth Ave., South
Chicago, Ill.—F. M. Smith, 501 Traders Building
Portland, Ore.—C. J. Groat, 601 Concord Building
Wichita, Kansas—J. B. Ruthrauff, 301 S. Lawrence St.

AGENTS

St. Louis, Mo.—S. J. McTiernan, 25 Merchants Exchange
Jackson, Mich.—A. H. Smith, 206 Lansing Ave.
Akron, Ohio—A. S. Garman
Owego, N. Y.—J. H. Foote

The American Elevator and Grain Trade

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

VOL. XXX.

CHICAGO, ILLINOIS, JUNE 15, 1912.

No. 12.

A NEW WISCONSIN ELEVATOR.

During the past year, the Wm. Rahr Sons' Company of Manitowoc, Wis., have made material additions to their already large plant. They have added a large malt house, a new steam plant, and a new grain elevator.

This new elevator is built entirely of reinforced concrete and steel, is absolutely fireproof in every respect and is designed for the storage and shipping of malt. The elevator consists of an operating house, facing east, with storage bins adjoining. The operating house is 56 feet by 26 feet, of irregular shape, owing to the shape of the property, and is 108 feet high. The building is divided into eight stories, with a large basement below the first floor.

The track in front of the operating house is covered by a structural steel track shed. This track shed is covered on the sides and roof with corrugated asbestos. In the track shed is a hundred-ton Fairbanks track scale.

Immediately adjoining the operating house on the west, and connected thereto, is a storage annex, consisting of twelve circular bins, 20 feet inside diameter and 80 feet deep, having a capacity of 250,000 bushels, with basement below the bins for the spouting and belt conveyors, and a cupola above the bins to accommodate the belt conveyors and trippers.

The structure is carried on piles, cut off 11 feet 6 inches below the base of the rail. The track scale is also carried on piles, so that there is no possibility of its getting out of alignment.

This elevator is designed to receive malt from the two malt houses by means of a 30-inch belt conveyor above the storage bins, when it is weighed and either put into storage or passed through cleaning machines and shipped by car. The elevator is equipped with special machinery, arranged to handle, clean and ship the malt either direct from the malt house or from the storage bins, with the least possible amount of handling, thereby insuring absolutely clean malt at the time of shipment.

The house is equipped with three 30-inch belt conveyors above the bins and two 24-inch below the bins. Two of the belt conveyors above the bins are supplied with two-pulley self-propelling trippers. The equipment further consists of: One receiving elevator with 7½x8x16-inch buckets; two shipping elevators with 7x7x14-inch buckets; one receiving scale, 1,000-bushels capacity, Fairbanks make; two shipping scales, 1,600-bushels capacity, Fairbanks make; four Avery Automatic Sacking Scales, 3-bushels capacity each; two Monitor Spout Packers; two No. 11 compound shake Monitor Malt Separators; two No. 2 Niagara Dust Collectors.

An electric driven passenger elevator, manufactured by the Otis Elevator Company, running between the first and the top floors, is also provided.

The machinery is driven by a direct current Crocker-Wheeler Motor of 100 hp. capacity, the current being supplied from the Wm. Rahr Sons' Company's power plant.

The transmission machinery, together with the belt conveyor equipment, elevator buckets, steel spouting, legs, etc., was furnished by The Webster Mfg. Company. The transmission rope was furnished by the St. Louis Cordage Mills, St. Louis, Mo. The entire plant was designed and built by the Witherspoon-Englar Co. of Chicago.

Herman Sielcken, the big New York coffee man, says: "The bad speculator is certain to be eliminated because of his defective business capacity. In gen-



NEW ELEVATOR OF WM. RAHR SONS' CO., MANITOWOC, WIS.
Designed and Built by the Witherspoon-Englar Co. of Chicago.

eral, where the Government steps in to take the part of the bad speculator, it makes things worse, and harms all concerned."

In the midst of the present distressing and purse exhausting demoralization resulting from the overabundance of poor and very badly damaged corn, it is comforting to know there is some corn of really fine quality still at times available. Arrivals today include two cars of No. 1 yellow corn from Illinois. There are also ten cars of No. 1 hard winter wheat from Nebraska.—Pope & Eckhardt Co., Chicago, May 15.

This is an egotistic age. Teddy is a rough rider. He really thinks the country needs him. Taft claims he has accomplished much. La Follette and Bryan think they are the Moses to lead the common people to greater opportunity and prosperity. A few years ago they were all more modest and dignified. They allowed their friends to extol their virtues. Big Chief Culver talks about "my" grades and "my" stock of grain. He means Toledo grades and stock. Our Boy Solomon first called Lichtstern the Sphinx. Now Chicago newspapers and the trade all call Lichtstern the Sphinx.—C. A. King & Co. Letter.

HEARING ON NATIONAL INSPECTION.

By request of the Grain Dealers' National Association, the subcommittee of the Senate committee on agriculture and forestry, on May 27, heard objections to the McCumber bill providing for the inspection and grading of grain by the Government. The record of the subcommittee contains "a protest against further hearings" by Senator McCumber, who said in substance the bill had been before the Senate for ten years, "and each year, without any change in any conditions, and without any new matter to be submitted, we have been granting hearings. The men who are in favor of this bill—and they are in vast number—have made their case and have rested," etc., etc. And the chairman, Senator Bradley, said: "We will end the hearings after this."

A. E. Reynolds of Crawfordsville, Ind., was the first protestant. He confessed, probably with due sense of the enormity of his present and past conduct in this respect, that he had "made a statement with regard to this matter before"; in fact, he confessed to having been twice guilty in that regard. But he insisted that he had not, as Senator McCumber alleged, worked off any stale matter on those occasions, but had been ready to and has presented new matter on each occasion; and he particularly objected now to "the unreasonable and unjust imputation that has been thrown on the grain trade by the last report of the sub-committee." The protestants did not propose to "unduly drag out these; but I believe," said Mr. Reynolds, "that a quiet perusal of the 'Eleven Reasons Why the Bill Ought to

Be Passed' [see "American Elevator and Grain Trade" for May at p. 607], as adduced by the last hearing before the subcommittee and reported to the committee on May 7, will convince you that if we do not stand and refute and dispute, in the strongest terms that we are capable of, those statements, we would not only stand indicted but we would stand self-convicted of those charges that have been made."

Mr. Reynolds enlarged somewhat on this subject and gave way temporarily for J. C. F. Merrill of Chicago, who also was obliged to admit he had testified in this matter before. He proposed to speak specifically to the "Eleven Reasons," when it appeared that Senator Chamberlain, at least, of the subcommittee had not read them, nor could any one explain where they had originated. In the office of Senator Burnham, general chairman, it was said the alleged report—the "Eleven Reasons"—which the subcommittee claimed was never made by it, was in typewritten form only and had been given out to the press only in that form on May 7. As such report was not on file with the subcommittee, that body denied such a report on the bill had been

made; and no one seemed able to identify the father of the said "Eleven Reasons," except that Senator Gronna said Senator Crawford (absent) "had written out a short report." That "short report" contained no mention of the "Eleven Reasons," and where the Washington correspondent of the *New York Journal of Commerce* obtained them is still unknown to the public. However, the subcommittee concluded to permit the objectors to speak to the subject matter of the said "Reasons," which thereupon Mr. Merrill vainly endeavored to do, being interrupted by Senator McCumber, who gratuitously interjected the remark that "I want this subcommittee to understand to what extent it is being imposed upon," and then explained what he might have explained several moments previously with advantage to all, that the "Eleven Reasons" had been taken from a report (containing forty reasons, summarized in the "Eleven") made by Senator Dolliver to the Senate on Jan. 15, 1909—reasons the authorship of which, as Mr. Merrill pointed out, Senator Dolliver expressly disowned—and that no report of the kind objected to had been made by the present committee, general or sub. Mr. Merrill, however, succeeded in reminding the subcommittee that, no matter what the inference might be from the earlier remarks of Senator McCumber as to the fact of previous hearings, "I do not want the thought to rest with your committee that before this report [the one made by Senator Dolliver] was made we were allowed to be heard, because we were not. We were heard in the succeeding [LXIst] Congress, and that committee did not report out the bill, because Senator Dolliver said, just outside of the door, 'Gentlemen, this is a matter for business men, and I am convinced that we legislators had better let it alone.'"

At length, having disposed of the protest of Mr. McCumber against the heinous sin of Oliver Twist, of asking for "more"—hearings—Mr. Reynolds resumed by referring to the work of the National Association in the direction of uniformity of grading, and introduced Inspector Culver of Toledo, who went into the subject exhaustively to demonstrate the futility as a general trade proposition of the McCumber bill.

In answer to a direct question by Senator Gronna, "Why are you opposed to the Government doing this or to help you do it?" Mr. Culver said, "Politics and the grain business do not mix in our experience." This was not considered a sufficient answer to the question.

Mr. Culver insisted that the trade is making a success of uniform grading, to which Mr. McCumber replied that a few years ago the exchanges with one or two exceptions said to attempt to secure uniformity "was folly," etc. "I for one am exceedingly glad to know that you have found your mistake"; and proceeded to prophesy that "when you have even a National inspection . . . you will be able to have the proper standards just the same as you have in your cotton," etc., "and it won't hurt anybody."

There was, on the part of Messrs. Culver, Gronna and McCumber some debate as to the falling off in quality of northern spring wheat and the reasons therefor and the explanation of the necessity of dockage in the Northwest, the upshot of which was that Senator McCumber dismissed Mr. Culver by saying: "We both agree you can make a success of uniform standards."

Mr. Reynolds resumed briefly by pointing out the misapprehension of the origin and equity of the dockage to which "we really attribute the origin of this bill and the resulting influence on the grade by the removal of the foreign matter for which the grain is docked."

J. A. A. Geidel of Pittsburgh, Pa., testified to the "lack of general and popular demand for the passage of the measure." He said he had been in the trade for about twenty years and was well acquainted with it in the East and West, and, "Speaking for those people with whom I come in contact, I cannot find and I have not found, in the whole of my career, where there was any general demand on the part of any of the interests, be it elevator interests, terminal markets or the millers, or even

the consumers in the East to whom we sell our grain, any dissatisfaction to any marked extent." As to producers, the only trouble he had with the producers in his experience as a buyer at two country elevators in Ohio and Indiana, was "when we tried to get them to keep their rotten corn at home. That is our main trouble with the producers."

Wm. T. Cornelison of Perio, Ill., said the bill could create no jurisdiction over grain in intrastate movement. To this Senator McCumber replied by citing the precedent of the "national meat inspection," which is so popular that every one who purchases meat would rather buy that which bears the Government's tag on it; whereupon Mr. Cornelison said:

At the same time, Senator, is not this a fact, that three judges in Kansas City, in a case where a man's leg was taken off—an inspector employed by the United States Government—in the plant of one of the large packing houses, reversed the decision of the court below because that man had no business in that plant, for the reason that the meat had not yet entered interstate trade? Is not that a fact? Senator McCumber. I do not see what that has to do with it.

Mr. Cornelison. That is a fact, that you could not interfere with the state's business.

Senator McCumber. We could not interfere if these persons objected to it. You could not today do any of this inspecting in Chicago or Omaha, or very little of it, if these persons objected, because the product has not entered into interstate commerce. But the moment that you get a Federal law, where you have a Federal certificate, every foreigner would demand, or every purchaser would demand, that Federal certificate in preference to any state or local certificate that you could possibly attach to it; and you would drop your state inspection and take up the National inspection, because it would facilitate your trade; or, at least, if you did not, it would do no harm. This bill applies only to that which goes into interstate and foreign trade; and if you can carry on your other inspection there will be no law that will prevent your doing so. But the truth of the matter is that you would not find any wheat to ask it on, because everybody would ask the National inspection and the Government certificate of inspection.

Mr. Cornelison. We question that, because we believe that the business should be kept away from politics.

Senator McCumber. If it does not touch you, it will not hurt you.

Mr. Cornelison. No; but if it does touch us it would hurt us.

In reply to Senator Chamberlain's question why the trade objects to "a law of Congress which would embody practically the same things you gentlemen have voluntarily agreed upon in the conduct of your business," Mr. Reynolds said: "Offhand, I should say first that I do not think we would object to it" (not referring to the bill in hand, but the general proposition); and Mr. Reynolds said it had been the purpose of the objectors to this bill to show by H. S. Grimes of Ohio its impracticability applied to country elevators, and by Mr. McKnight and Mr. Merrill its general insufficiency; but this was not done. Mr. Reynolds, however, called attention to the fact that the grain trade as a whole is greatly interested in grain as a commodity in domestic commerce and but little in the export trade, and that the bill is impracticable under the circumstances.

Mr. Merrill concluded the hearing by saying:

Mr. Patterson [chairman of a committee of English and Continental corn buyers who at a meeting in London commended the honesty and efficiency of American grain inspection and whom Senator McCumber referred to as having complained of many frauds in that inspection], I happen to know, referred almost entirely to corn, because the original high commendations of the system of inspection in this country were made at a time when we raised a great deal of surplus corn, and always had a well-cured crop of corn to export. Notwithstanding that we have trebled our production of corn since 1894, or nearly that, our consumption has run far beyond it, and according to the very best reports that are obtainable at this very moment the supply of corn in this country today, at this very moment, is that supply which is ordinarily found 60 days later, or in the 1st day of August. So this year we are having such a scarcity of corn that the price of corn in the Mississippi Valley is around 75 and 80 cents a bushel. In Chicago it is 80 cents today. Because of this scarcity of the corn, we have been taking new corn from the farmers uncured, undried corn, and the Englishman has been bound to have it and he has been warned. There is ample evidence that he has been warned of the danger that it would get out of order, ferment and sour, and that it would heat, and that he would get it in that fermenting, heating condition. But notwithstanding it is sound and good and equal to the inspection when it leaves here, because of that condition, it arrives over there out of order, even though he has been told in advance that that will probably be the result. I say that Mr. Patterson, in comment-

ing upon the change that has come about, not in the inspection but in the great change of conditions, has this diametrically opposite word now to say.

In this connection I desire to read the following resolution:

Whereas, There has been introduced into Congress several bills providing for the Federal inspection of grain; and

Whereas, These measures are predicated upon the assumption that the present system of grading and classification of grain is faulty; and

Whereas, There are public utterance of people unconnected with the grain trade which would indicate that the business methods of that trade are not consistent with fair and upright dealing; and

Whereas, It is believed that the grain trade is composed of gentlemen of high morals, who conduct their business honestly upon proper lines and without inordinate profits in any of its branches; therefore be it

Resolved, By the Grain Dealers' National Association and other representatives of the grain trade in conference assembled at Washington May 27, 1912, that the Congress be, and it is hereby, petitioned to appoint a commission to investigate the grain trade in respect to the first handling from the farmer, its transportation, the handling at terminal markets, the export of grain, and kindred matters, it being firmly believed that such an investigation would vindicate the grain trade and forever set at rest the unwarranted agitation for governmental control of the inspection of grain.

Be it further resolved, That a copy of this resolution be transmitted to the President of the United States, the Secretary of Agriculture, and to the House Committee on Interstate and Foreign Commerce, and the Senate Committee on Agriculture and Forestry.

A. E. REYNOLDS, Chairman.

H. S. GRIMES,

GEO. A. WELLS,

WM. T. CORNELISON,

WM. N. ECKHARDT,

Legislative Committee.

JOHN F. COURCIER, Secretary.

I want to say to you, gentlemen, that these resolutions were presented and adopted four years ago and were urged at that time; these very same resolutions that we are now reaffirming.

COMMERCE COURT HIT AGAIN.

The Commerce Court on June 7 was again hit by a decision of the Supreme Court of the U. S. in an appeal from the court named, in which opinion, by White, C. J., the Supreme Court again upheld the exclusive jurisdiction of the Interstate Commerce Commission over the administrative machinery of the Federal rate laws. The decision was in the so-called "Procter & Gamble case." The Chief Justice was sustained by the entire Court. In substance, he held that the Commerce Court may not substitute its judgment for that of the Interstate Commerce Commission in the administration of the rate laws. The specific point passed upon was that parties who failed to get relief before the Commerce Commission have no right to go into the Commerce Court and have that court pass upon the facts to ascertain if they should have been granted relief.

In the course of his opinion Chief Justice White, however, went further. He showed that the Commerce Court is not given "new and strange" powers, but succeeds to the powers of the Circuit Courts in existence when the Commerce Court was created, and that the Commerce Court is limited in reviewing the Commission's orders to question of law. The Court said:

It cannot be disputed that the act creating the Commerce Court was intended to be but a part of an existing system for the regulation of interstate commerce and that the making of it a part of that system was not intended to destroy the existing machinery or method of regulation, but to cause it to be more efficient by providing a more harmonious means for securing the judicial enforcement of the act to regulate commerce. Originally the courts felt it a duty to pass on questions both of law and of fact, but by 1910 it had come to pass that in considering orders of the Commission the courts were limited to determining whether the orders of the Commission violated the Constitution, conformed to statutory authority, or whether power had been so arbitrarily exercised by the Commission as virtually to transcend the authority conferred, although it might not technically be doing so. It was this jurisdiction the commerce court had inherited. To adopt the view of the Commerce Court as to its jurisdiction would be to overthrow the system of rate regulation adopted by Congress.

Following the publication of the decision Senator Poindexter introduced in the Senate a resolution to discharge the committee on commerce from further consideration of the bill to abolish the Commerce Court in order to bring the measure before the Senate for a vote. No action on the resolution was taken, however.

CENTRAL ELEVATOR, PITTSBURGH.

One of the old and steadily useful grain elevators of Pittsburgh, Pa., is that shown in the accompanying picture and known as the "Central Elevator," adjacent to which is the warehouse of R. S. McCague, dealer in grain, feed and hay, with general offices in the Second National Bank Building. The Central Elevator is operated by the Central Elevator Company, organized in 1877, at which time the present elevator building was erected. It has a storage capacity of about two hundred and fifty thousand bushels, and is equipped for weighing, clipping, cleaning and drying, and very lately all its facilities for prompt and correct service have been greatly improved. Among other very modern devices are two hopper scales of eighty thousand pounds' capacity, with the latest improved registering beams.

Grain from local points in Ohio, Indiana or Illinois arriving at Pittsburgh on the Pennsylvania Lines can be weighed and forwarded without charge at through rate of freight, provided the

period when the irregularities are said to have been going on in the office of the Durant & Elmore Grain Co. at Albany. On May 23 a certain lady friend of Miss Bulger testified she is in the state of Massachusetts, but previously her father had testified that he did not know her whereabouts and that he believed she was held somewhere by force. At any rate, the prosecutor in New York has been unable to locate her, and the trial in New York City on another count hangs fire.

[For the "American Elevator and Grain Trade."]

SOME FACTS ABOUT RAPE.

BY JULIAN KUNE.

Rape may be classified as occupying a high rank among the great variety of existing succulent forage plants. While its uses are not quite as many as those of the soya bean, it is nevertheless, as a forage plant, owing to its hardy nature, a valuable substitute for the forage plants that may fail, either through a protracted drought or from other injurious climatic conditions. In the old country

States and in the Northwest. Its yield is said to exceed that of the Dwarf Essex, being reported to give fifty tons of green fodder to the acre; generally, however, its yield is said to be from twenty-five to thirty tons of green fodder to the acre.

NATIVITY OF RAPE.

Rape is a native of northern Europe, where it has been cultivated for centuries. In Europe, and more especially in Great Britain, the summer rape is more extensively grown for the oil it yields than for its fodder. Generally the first year's crop of the annual variety is the seed, from which the oil is expressed, while the fodder which the plant yields is worthless. The compressed seed oil cake is used as a food for stock or often also as a fertilizer. The seed is also very largely used as food for birds. In the United States, however, rape is grown almost exclusively for its forage, being chiefly used for soiling and summer and fall pasturage. The plant thrives best in a cool, moist climate, such as the climate of the northern portion of the United States and Canada. This is not saying, however, that it cannot be grown in a warmer cli-



PREMISES OF THE CENTRAL ELEVATOR CO., PITTSBURGH, PA.

grain is entitled to a reconsignment, which is the case with most of the grain arriving at Pittsburgh, or such grain may be held for any part of six months and still retain its forwarding privileges on transit billings. This enables the Western shipper to protect himself in weights and it also gives him access to all the local points east of Pittsburgh and to the terminal points as well.

The Central Elevator Company is prepared to give storage rates, and it will have all grain held in store insured and handled in accordance with shipper's instructions. If desired, Pittsburgh certificate of inspection may be procured. The company will gladly furnish any further information that may be desired, and Western shippers need not hesitate in asking for it.

"A CELEBRATED CASE."

One of the many cases on the criminal side of the court, whose procrastinating progress to a final conclusion has provided an excuse for public complaint of the general inefficiency of our courts, is one growing out of the sensational failure of the Durant & Elmore Grain Co. some two years ago, the failure, as it was and still is alleged, being due to the mismanagement of Gibson Oliver, manager of the company at Albany, N. Y., who is also charged with heavy defalcations and being the beneficiary of fraudulent bills of lading. Indicted on several counts, previous trials of Oliver have been failures, owing, it is believed, to the absence of one Mary Bulger, confidential clerk for Oliver during the

rape is profitably grown in the valley of the Danube, whence it extends eastward into Persia and India, where, like the soya bean, it is used as a food, as well as a source of oil used as a lubricant and for illuminating purposes.

Experiment stations in different parts of the United States have sufficiently demonstrated that the plant may be profitably grown in the northern portion of our country for feeding stock during the summer and autumn months when there may be a scarcity of grasses and clover. At such times this plant, which is closely related to the cabbage and rutabaga, is an excellent food for stock. It may be grown on land following an early maturing crop such as oats, rye or winter wheat.

The appearance of rape is like the Swedish turnip; its root, however, is more like that of the cabbage; the leaves are large, smooth and spreading, notched and divided, and covered with fine meal, like the leaves of cabbage. The flowers are a bright yellow, one-half inch in diameter; the seeds are produced in pods, generally two inches long, of a black color and globular, resembling the seeds of cabbage and turnip. Under normal field conditions the plant reaches a height of from one and a half to four feet, while the strongly growing roots penetrate the soil to a great depth.

The winter, or the biennial, varieties are generally grown in the United States. The dwarf, which is an English variety, is a great favorite. Then there is the Victoria rape, which has been very recently introduced here and which gives great satisfaction. It is a special favorite in the New England

mate and in the drier sections of the country. In the Northern states the biennial plant will not produce seeds, as the plant is liable to be winter killed, but on the other hand in the Southern states it may be grown as a fall or winter forage. It will thrive also during favorable seasons in Wyoming, Montana, the Dakotas and other states in the so-called semi-arid regions. There are also instances where good results have been obtained under conditions of drought so severe as to cause the failure of corn and other farm crops.

The rape plant requires a rich, moist, loamy soil, and it usually does well on any except a sandy soil and stiff clay. A soil that will produce a good crop of turnips, cabbage, wheat or corn will be suitable for rape. It is a good feeder and draws heavily on all the mineral properties of the soil as well as on the nitrogen; hence it should be used in rotation with crops that feed largely on other elements of plant food. Thus, for example, rape and fodder-corn draw about the same proportions of nitrogen, potash and phosphoric acid from the ground; therefore, it would not be advisable to rotate one with the other. On the other hand, it has been proven that wheat sown after a crop of rape has shown most remarkable results. Being such a great feeder, it may be grown very successfully on land recently treated with fertilizer or barn yard manure. It is further an excellent plant to grow as a first crop upon reclaimed swamp soil and on newly cleared woodland, as the stumps do not interfere with its growth as with most other crops.

If the plant is grown for pasturage and not for

seed, the field should be so located as to give easy access to grass pasture. This is very essential when sheep are to be pastured on rape, for the grass prevents bloating. Care should be taken that the size of the field should be in proportion to the number of animals pastured, it being safe to assume that one acre of rape will fatten twenty wethers in two months, and that ten hogs would eat about one-third of an acre in two months.

The methods of growing the rape plant vary with the purposes for which it is grown. If it is grown as the primary crop of the season, the land should be prepared by deep plowing early during the preceding autumn. It should be well pulverized by harrowing before the seed is sown. If the land needs fertilizing, barn yard manure may be applied before plowing in the fall; commercial fertilizer may be applied at the time when the soil is being pulverized prior to the seeding. The main thing in the preparation of the soil should be to obtain a deep and mellow seed bed, as free as possible from noxious weeds; then the growth of the plant will be rapid and the product will be a succulent, crisp, tender foliage which will be much relished by stock.

All through the Northern states and Canada seeding of rape begins in May and extends until the middle of July, according to the purpose the crop is intended for. Much depends also on the locality where the crop is being grown and the condition of the season. In the South, seeding may be done in September or early in October. Two to three pounds of seed to the acre is about the usual quantity used. The seed should be sown in drills far enough apart to allow proper space for cultivation, the distance being not less than twenty inches nor more than twenty-eight inches. In some cases, when both soil and climatic conditions are favorable, rape may be sown broadcast, in which case four to five pounds of seed to the acre will be required; however, it is not advisable to sow too thickly, as the plant will not then have as vigorous a growth. Drilling, however, is much more advantageous, especially if the crop is intended for pasturage, because the stock while feeding are less likely to trample down the plants.

If rape is grown in semi-arid regions, it should be sown early enough to give the plant time enough to attain its vigorous growth before the drought sets in. During a prolonged drought the plants are often attacked by a plant worm which makes it unfit for forage. Several successive crops may be obtained, if it is to be made a chief and independent crop.

RAPE SEED.

The rape seed used in this country is generally imported; but it is also grown in the Middle South and in some localities along the Pacific Coast, where it is growing also in a wild state.

As stated above, cultivation should be thorough and begin as soon as the plant is above ground, so as to destroy the weeds and give the plant a better chance to develop properly. It is also advisable to run the cultivator through the field after the cutting has been done, in order to cause the stems to send out new shoots more rapidly.

Rape is ordinarily ready for harvesting in about eight to ten weeks from the date of seeding. Sheep and pigs may be turned into the field and allowed to remain until the rape is pastured off. Cattle may also be given free access to the field, although it is a more economical plan to cut the rape and feed it to them, as they are apt to waste much by trampling down the plants, as well as by pulling them up by the roots if given free range. On the whole, however, rape is not as well suited for cattle feed as some other succulent fodder; therefore it would not be advisable to grow it exclusively for cattle feed; but pigs, sheep, geese and other poultry will thrive in a field of rape. It is especially recommended to those engaged in the poultry industry. Rape cannot be used as a dry fodder nor for silage. In using rape for soiling, it is best to cut it about four inches from the ground, and no more should be cut at one time than may be consumed during a fixed time, for the foliage soon wilts and is not then relished as much by the feeders. It is especially valuable

for breeding ewes in midsummer, when the pastures begin to dry up, for the succulent plant keeps up the milk for the lambs. If the crop is to be cut in July, then seeding should be done early in May, for it takes about two months for the plant to reach the proper stage for soiling, besides by sowing early as many as three cuttings may be had during the summer and fall.

[TO BE CONTINUED.]

JOHN T. OWEN.

Mention was made in these columns recently of the organization of the Merchandise Brokers' Association, of which John T. Owen of Lynchburg, Va., is president and R. W. Lacy of Bluefield, Va., is secretary-treasurer. Of this association there were eight charter members, whose purpose in organizing, as the preamble to the constitution states, was to unite for "protection from fraudulent shippers." The association now fully developed in plan and practice provides for the membership of both buyers and sellers, between whom, as the connecting



JOHN T. OWEN.

link, stands the broker. This organization had long been the pet idea of its president, to whom are largely due the comprehensive constitution and by-laws which constitute its fundamental law.

Mr. Owen, who is senior member of the firm of Owen & Jennings, brokers, handling grain, hay, feed, produce, etc., members of the National Hay Association, was born on November 30, 1885, in the city of Baltimore, Md., and there he attended the public schools as long as he was able to do so. Left an orphan quite early in life he had to buckle down to hard work while still very young, and his first job was that of office boy with the Standard Oil Co., from whose employ he went to work with a large lumber company. In 1904, on removing to Charleston, W. Va., to live with a sister, he secured a position with the Kanawha Banking and Trust Co. as runner, working up to the position of general bookkeeper in only two years. In 1907, he left the bank and became connected as a partner with the Steele & Brown Co., brokers, of Charleston, W. Va., and in 1908 was transferred to their branch office in Lynchburg, Va. His present partner, Mr. Jennings, was also in the employ of the Steele & Brown Co. at Lynchburg at that time, and in the fall of 1908 Mr. Owen was promoted to be manager of the Lynchburg branch, with Mr. Jennings as his assistant. About the first of the following year the young men began making overtures to the Steele & Brown Co. for the purchase of the Lynchburg branch, but the deal was not consummated until September 1, 1909,

at which time the firm of Owen & Jennings was organized to take over the branch office of the Steele & Brown Co. In three years they have built up a business of which they may justly be proud. They did not of course achieve their success without many hardships; but by working day and night and adhering strictly to the rule of "Do unto others as we would they should do unto us," they have gained a reputation in that section of the country as "The Live Wire Brokers."

"Ever since I have been engaged in the brokerage business," says Mr. Owen, "it has been my ambition to form an organization of merchandise brokers for their mutual benefit. Brokers in other lines and other interests and industries have formed these associations and have done a great deal of good for the betterment of trade conditions. Mr. Jennings and myself therefore worked out a plan by which an association could be formed, and on February 22 of this year, when we organized in Roanoke, Va., I had the honor of being made the first president of the Merchandise Brokers' Association."

"We have organized in a small way, being careful in selecting our members, inviting only the brokers of both high moral and business ideas to join us. I sincerely trust to see this organization grow in the next few years until we will be as strong as the National Hay Association."

THE ANTI-FUTURES BILLS.

Rather unexpectedly the Senate committee on agriculture on May 14 made a favorable report on Senator Smith's bill to prohibit trading in cotton futures "except for legitimate purposes." The bill would provide that each grade of cotton contracted for must be specified in the contract as being one of the so called "standard" grades formulated by the Agricultural Department, none of which has official recognition by the cotton exchanges. Under its terms, too, the sellers of contracts for future delivery would have the option to deliver one grade above or one grade below the grade contracted for, the difference in price to be the actual commercial difference obtained the day previous to the contract settlement.

The bill specifically exempts from its operation sales made by types of cotton and restricts the act to interstate commerce. It would penalize interstate communication by mail, telegraph and express regarding transmission of information as to illegal future deliveries.

THE GRAIN BILL.

On May 18 Representatives Lamb, chairman of the House committee on agriculture, and Whitacre of Ohio filed a minority report attacking the bills to restrict dealings in cotton and grain futures, previously favorably reported by the committee. They regard the measures as tyrannical and arbitrary, question their constitutionality and predict that if enacted into law, they will operate to the detriment of the producer and prevent his getting a fair price for his products.

As to the legal status of the proposed bills the minority report says:

We are not left to opinion or speculation as to the legality and morality of the contracts of the cotton exchange. The Supreme Court of the United States, in the case of *Chicago Board of Trade v. Christie*, upheld the legality of the contracts traded in by the New York Cotton Exchange, making compulsory, by by-laws and rules, the delivery of cotton, if sold, the receipt of cotton, if bought, and this decision has been followed in all the Federal Courts.

The authority of Congress to prohibit the use of the telegraph and mails is denied, unless it be shown that the business conducted by its aid comes under the character of "interstate commerce," or is inherently immoral or illegal. The evidence at the hearings failed to establish such conditions. Mere violations or perverted use of agencies can not establish immorality, and upon these grounds alone can the federal Government claim justification or authority to deny the use of the telegraph and mails.

The contracts of the exchange are not illegal or immoral, for the Supreme Court has upheld and enforced them. The form and manner of conducting the business having been upheld by the courts, the association for the conduct of the business being created by a state and its business wholly conducted within the state, Congress has no just authority to deny to this association or similar associations the use of the telegraph or mails.

Representative Whitacre in reply to a request by a Cleveland paper for a personal statement of

his views for the benefit of his immediate constituents, said:

The object is to prohibit what is known as dealing in 'futures' or gambling in grain and cotton. These bills, if enacted into law, would result in closing all the grain and cotton exchanges of the country. These exchanges are a very valuable means of exchange or method or machinery of distribution and are absolutely necessary to a proper conduct of the distribution of wheat and cotton.

[He then illustrated his point by showing how a safe miller uses the exchange to hedge his flour sales, and concluded:]

By this transaction he has had insurance against loss from fluctuations in the price of wheat.

To my simple mind, this is a wise miller and the community is the gainer by his presence, with his prudence in dealing.

But that is gambling, say the "prudes." Well, so be it. So is fire and life insurance. The man who insures my house against fire bets—gamble—with me in that the house will not burn. I bet that it will. I put up my money at say one dollar against the other man's \$100. If the house burns he pays me the \$100; if it does not burn, I lose the dollar. That is gambling, but it has served a good purpose, and I would not prohibit the performance of this service nor would I take from the miller or cotton or grain dealer his insurance, that is just as necessary to his property as is fire or life or accident insurance.

NEW PLANT OF THE WELLER MFG. CO.

The accompanying illustration shows the new home of the Weller Mfg. Co., which, when completed, will be devoted entirely to the manufacture of elevating, conveying and power-transmitting machinery for use principally in elevators and mills. This plant is situated on the northwest side of Chi-



NEW PLANT OF THE WELLER MFG. CO., CHICAGO.

cago, at 44th Ave. and Courtland St., and is admirably located for obtaining excellent shipping facilities. It will occupy over eight acres of ground and will be a model manufacturing plant in every particular. The principal buildings are arranged on the saw-tooth roof plan, permitting the maximum of daylight to enter.

The present extensive Weller plant at North Avenue is becoming inadequate to the needs of the business, and it is the intention of the Weller Mfg. Co. to operate the completed portion of their new plant almost immediately. This will be used for the manufacture of sheet metal work, spiral conveyors, elevator buckets, etc., and will take off a lot of the pressure now existing at their present factory.

The balance of the new plant will consist of machine shops, office building, pattern shop, foundry and woodworking plant; and the work of construction is well under way. Needless to remark, everything connected with the plant will be absolutely up to date, and every device for facilitating the manufacture of their products and promptness of delivery will be installed. Time and labor saving machinery is the specialty of the Weller Mfg. Co., and it goes without saying that they will have a full quota of such equipment in their own plant. Much of it will be of their own manufacture.

The Weller Mfg. Co. are to be congratulated on the business which has made such a plant necessary; and we wish them an equal degree of success in their new home to that which has attended them in the old.

Send us the grain news of your neighborhood.

PROPOSED NEW UNIFORM GRADES.

E. H. Culver of Toledo, as president of the Chief Grain Inspectors' National Association, has published in "Who Is Who in the Grain Trade" a proposal to again revise the Uniform Grades established at St. Louis in 1909; and the proposed changes will be offered at the meeting of the National Association to be held at Norfolk, Va., in October next. The changes proposed are as follows (the old grades and the proposed amendments follow, all changes being shown in capital letters):

FOUR WINTER WHEAT CHANGES.

No. 2 White Winter Wheat (present grade) shall include all varieties of soft white winter wheat, dry, sound and CLEAN, and shall contain not more than EIGHT per cent of soft red winter wheat, and weigh not less than 56 pounds to the measured bushel.

No. 2 White Winter Wheat (proposed amendment) shall contain all varieties of soft white winter wheat, dry, sound, SWEET AND SHALL CONTAIN NOT MORE THAN ONE PER CENT OF DIRT OR FOREIGN MATTER, and shall contain not more than TEN per cent of soft red winter wheat and weigh not less than 56 pounds to the measured bushel.

No. 1 Red Winter Wheat (present grade) shall be pure soft red winter wheat of both light and dark colors, sound, sweet, plump and WELL cleaned, and weigh not less than 60 pounds to the measured bushel.

No. 1 Red Winter Wheat (proposed amendment) shall be pure soft red winter wheat of both light and dark colors, sound, sweet, plump AND CLEANED, and weigh not less than 60 pounds to the measured bushel.

No. 2 Red Winter Wheat (present grade) shall be soft red winter wheat of both light and dark colors, sound, sweet and CLEAN, shall contain not more

than five per cent of white winter wheat, and weigh not less than 58 pounds to the measured bushel.

No. 2 Red Winter Wheat (proposed amendment) shall be soft red winter wheat of both light and dark colors, sound, sweet, AND SHALL CONTAIN NOT MORE THAN ONE PER CENT OF DIRT OR FOREIGN MATTER, and shall not contain more than five per cent of white winter wheat, and weigh not less than 58 pounds to the measured bushel.

No. 3 Red Winter Wheat (present grade) shall be sound, soft red winter wheat not clean nor plump enough for No. 2, shall not contain more than eight per cent of white winter wheat, and weigh not less than 55 pounds to the measured bushel.

No. 3 Red Winter Wheat (proposed amendment) shall be sound, soft red winter wheat, not clean or plump enough for No. 2, SHALL NOT CONTAIN MORE THAN TWO PER CENT OF CHESSE OR DIRT, and shall not contain more than eight per cent of white winter wheat, and shall weigh not less than 55 pounds to the measured bushel.

NEW GRADES OF WHEAT.

Mr. Culver has proposed four new grades in dark hard turkey wheat, this variety not now being graded under the Uniform Grades of the Association, as follows:

No. 1 Dark Hard Turkey Wheat shall be pure dark hard turkey wheat, sound, plump, sweet and clean, weighing not less than 61 pounds to the measured bushel.

No. 2 Dark Hard Turkey Wheat shall be not less than 85 per cent of the dark hard varieties, shall be sound, sweet, contain not more than 1 per cent of ches and dirt, weighing not less than 59 pounds to the measured bushel.

No. 3 Dark Hard Turkey Wheat shall be 75 per cent of the dark turkey variety, shall be sound and sweet and shall not contain more than 2 per cent of ches or dirt, and shall weigh not less than 56 pounds to the measured bushel.

No. 4 Dark Hard Turkey Wheat shall not be less than 75 per cent of the dark hard varieties. It may be damp, musty or dirty, weighing not less than 50 pounds to the measured bushel.

In oats Mr. Culver suggests three changes, as follows:

No. 3 White Oats (present grade) shall be sweet, ninety per cent white, shall not contain more than THREE per cent of dirt and FIVE per cent of other grain, and weigh not less than 24 pounds to the measured bushel.

No. 3 White Oats (proposed amendment) shall be sweet and ninety per cent white, shall not contain more than TWO and ONE-HALF per cent of dirt and TWO AND ONE-HALF per cent of other grain and weigh not less than 24 pounds to the measured bushel.

No. 3 Mixed Oats (present grade) shall be sweet oats of various colors, shall not contain more than THREE per cent of dirt and FIVE per cent of other grain, and weigh not less than 24 pounds to the measured bushel.

No. 3 Mixed Oats (proposed amendment) shall be sweet oats of various colors, shall not contain more than TWO AND ONE-HALF per cent of dirt and TWO AND ONE-HALF per cent of other grain and weigh not less than 24 pounds to the measured bushel.

No. 3 Red Oats or Rust Proof (present grade) shall be sweet and seven-eighths red, shall not contain more than FIVE per cent of dirt OF FOREIGN MATTER, and weigh not less than 24 pounds to the measured bushel.

No. 3 Red Oats or Rust Proof (proposed amendment) shall be sweet and seven-eighths red, shall not contain more than TWO AND ONE-HALF per cent of dirt and TWO AND ONE-HALF PER CENT OF OTHER GRAIN, and weigh not less than 24 pounds to the measured bushel.

CORN OATS A NEW GRADE.

In corn a Number 5 grade is added. The proposed amendments offered by Mr. Culver in corn are as follows:

Corn (proposed amendment): The following maximum limits shall govern all inspection in grading of corn:

Grade.	Percentage of moisture.	Percentage cob rotten—exclusive of bin burnt or mahogany corn.	Percentage dirt and broken grains.
1	14	1	1
2	16	5	1
3	18	8	2
4	20	8	4
5	22	10	4

No. 4 White Corn (present grade) shall be ninety-eight per cent white, BUT SHALL INCLUDE DAMP, DAMAGED OR MUSTY CORN.

No. 4 White Corn (proposed amendment) shall be ninety-eight per cent white AND SWEET.

No. 4 Yellow Corn (present grade) shall be ninety-five per cent yellow, BUT SHALL INCLUDE DAMP, DAMAGED OR MUSTY CORN.

No. 4 Yellow Corn (proposed amendment) shall be ninety-five per cent yellow AND SWEET.

No. 4 Mixed Corn (present grade) shall be corn of various colors, BUT SHALL INCLUDE DAMP, DAMAGED OR MUSTY CORN.

No. 4 Mixed Corn (proposed amendment) shall be corn of various colors AND SWEET.

THREE NEW GRADES OF CORN.

Three new grades of corn added are as follows:

No. 5 White Corn shall be ninety-eight per cent white, shall include damp, damaged and musty corn.

No. 5 Yellow Corn shall be ninety-five per cent yellow, but shall include damp, damaged or musty corn.

No. 5 Mixed Corn shall be corn of various colors but shall include damp, damaged or musty corn.

THE LICHTSTERN INJUNCTION.

On June 10 Circuit Judge F. A. Smith of Chicago granted an injunction, on complaint of Adolph J. Lichtstern, restraining A. J. Rosenbaum Grain Co. from storing its own grain in any of its six public warehouses and also from receiving into store any grain treated in its own cleaning houses. In summing up evidence upon which to base his injunction, Judge Smith said:

"The evidence shows that the defendants have purchased large quantities of grain and caused it to be shipped to Chicago, and that, while the grain so purchased was in transit, they have sold it for cash to sundry brokers to go to store in one of the defendants' warehouses at a price one-eighth of a cent per bushel lower than the ruling price for future deliveries.

"The defendants have, at the same time, and as part of the same transaction, purchased a future from these brokers for the same number of bushels at a price usually one-eighth of a cent per bushel, and in some instances one-fourth of a cent per bushel, and the actual carrying charges, above the cash price at which the grain was sold by the defendants. But one conclusion can be drawn. The defendants are storing their own grain in their public warehouses. In other words, the brokers are the agents of the defendants to carry the grain, and the defendants have an interest therein other than as warehousemen."

CEDAR POINT.

It seems hardly necessary to tell the reader what and where Cedar Point is, that is to be the scene of the meetings of the Council of Grain Exchanges and of the Ohio Grain Dealers' Association next week. But the "Point" is a beautiful wooded peninsula running out from the mainland of Ohio into Lake Erie, with the lake itself on the one side and Sandusky Bay on the other. A natural summer resort, with an incomparable bathing beach, the Point, with its 1,400 acres, has been improved by the erection of a great hotel, "The Breakers," and all the accessory buildings of a popular lakeside resort, with the adjoining acres beautifully landscaped and dotted with the many devices that attract the eye and please the senses and minister to the varied wants of the "summer resorter" or the occasional visitor.

"The Breakers" is said to cover eight acres; and

in the husk,' Prof. A. L. Stone of the agronomy department said. 'Some varieties have large, thick hulls, with two kernels in a single spikelet. Other varieties have one kernel in a single spikelet, and the meat in the hull is large. Our experiments are to determine whether it is possible to grow oats with a thin hull and a large kernel of meat. One oatmeal manufacturer told us that if such a grain could be developed his factory would contract for all of such grain grown in Wisconsin.'"

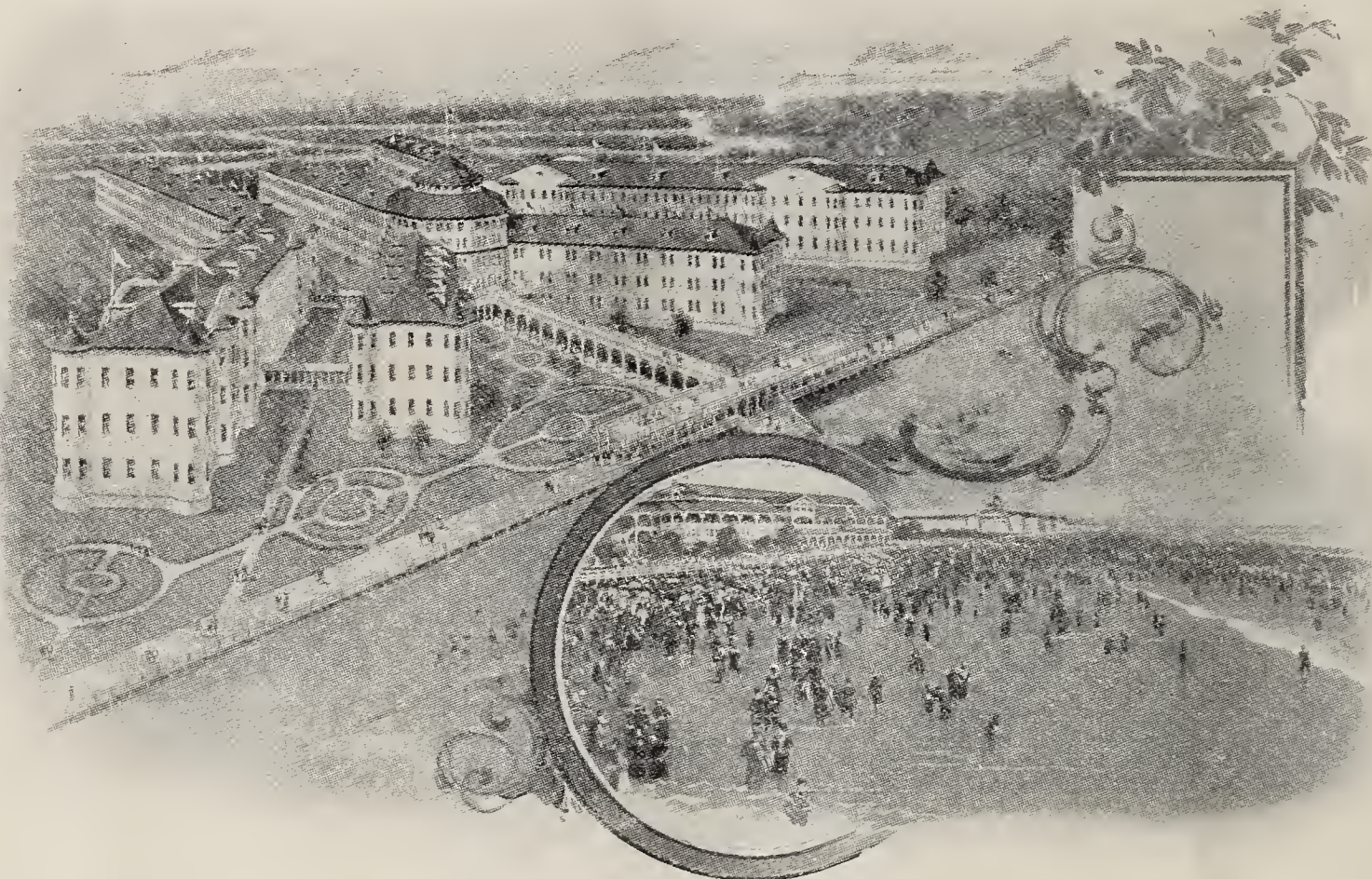
SIZE OF KERNELS AND MILLING QUALITY.

Quite generally milling value seems associated with large wheat kernels and relatively high specific gravity. In the milling tests of wheat made by the Department of Chemistry of the Kansas Experiment Station, comparisons were made of a number of wheats, and the results seem to negative any such conclusion. The following table gives data for ker-

cast the mantle of his national committee membership upon the shoulders of J. P. Goodrich of Winchester, Ind.

MOISTURE TESTERS IN U. S. A.

A resolution was adopted in March by the Congress of the Association of Chambers of Commerce of the Union of South Africa to the effect that in order to reduce the quantity of wet maize railed to the various ports of the Union, moisture testers should be provided by the government at all inland stations where they would be of service. The Ministry, however, has declared the proposal to be impracticable, and suggested that inland merchants should themselves co-operate to provide such testers. The executive committee of the Association has accordingly communicated with the various Chambers, for the purpose of bringing the matter to the notice of members interested in the trade and



VIEWS OF THE CEDAR POINT RESORT.

by a most clever location and designing, the thousand rooms of the house have each an outlook upon the water. Aside from the hotel there are many cottages, and there is a "Board Walk" and a bathing pavilion, a great "Coliseum," several convention halls, dancing pavilion, an immense grill and dining room, and so on *ad lib*. It is really a most interesting place. It is far enough removed from Sandusky and the main shore to avoid the noise and dirt of a city, yet in close touch with the world by telephone, telegraph and steamer line to Sandusky.

The Breakers is run on the European plan, with daily rates from \$1.50 to \$2.50 for single room or \$2.50 to \$3.50 for room for two.

IMPROVING THE QUALITY OF OATS.

A writer to the press from Madison, Wis., sent out recently the information that the experiment station there located has been developing and may in the near future show the world a strain of oats that have been bred with a special view to their use by the cereal mills, the aim of the plant breeder being, it is said, "to grow one large kernel of oats in a single husk, or spikelet, instead of two. Realizing the use of oatmeal as a breakfast food and the demand of oatmeal manufacturers for a variety of oats that would produce the best quality of food, these experiments have been started especially to meet this need.

"The feeding value of oats depends on the meat

nels per ten grams and specific gravity for the wheats named:

		No. of grains per 10 grams.	Specific gravity.
Kansas wheats.....	1906	385	1.3506
Kansas wheats.....	1906	335	1.3664
Kansas wheats.....	1907	375	1.3250
Minnesota wheats.....	1907	347	1.3537
Tennessee wheats.....	1907	338	1.3507
Washington wheats.....	1907	239	1.3719

It appeared that there is a general tendency for the larger kernels to have the higher specific gravity. But wheats can also be grouped so as to show that small compact kernels have a higher specific gravity than the large ones. In view of the want of uniformity in this respect, it must be concluded that there is no necessary relation between the size of the kernels and specific gravity.

So, too, the milling tests show that there is no correlation between value and the size of kernels. Small, sound kernels will give as good flour yield as the same quality of large ones. In comparing wheats on the basis of the size of kernels and specific gravity, only wheats of the same general class and of the same grade in respect to quality can be chosen. Low yields may mean small kernels not well filled out and hence low in specific gravity. Wheats of different classes may differ in compactness and size of grain and hence the specific gravity will be different.

The politicians say that Col. Harry S. New of Indiana will quit the game after the close of the Chicago convention, and if he has the throw will

the export of maize, and recommended that storekeepers and merchants be encouraged to provide themselves with testers individually or jointly.

PITT HOME AGAIN.

The capture in Naples of Pembroke W. Pitt of the former grain house of Pitt Bros. & Co., under indictment for forgery of no less than \$250,000 bills of lading and obtaining money thereon, has given the Baltimore papers a chance for a real "thrill" of romantic recital that needed no frills to make readable to Baltimoreans. Pitt was found by utilizing the fundamental principle the French detectives, we believe, were the first to apply to such cases, to wit, when hunting a man, first find the woman. Pitt was traced by following the movements of his faithful wife.

On reaching Baltimore Pitt was "booked," recorded by the Bertillon system, arraigned and released on \$35,000 bonds. His trial will probably take place in September.

"Who Is Who in the Grain Trade" says that nearly all the terminal markets are complying with the resolution of the Omaha convention of the National Association which asked that "certificates of weight and certificates of inspection be issued as separate documents in all markets where this is not now the practice and custom, that all certificates of weight bear full and proper notations of the exact condition of the car at time of unloading."

Illinois Grain Dealers' Association

Appreciating the difficulty of securing and maintaining an attendance of even the members of a convention present in the convention city, President Metcalf took the precaution, in opening the nineteenth annual convention of the Illinois Grain Dealers' Association at Peoria, on June 11 and 12, to appoint a sergeant-at-arms, in the person of Theo. T. Jacobs, whose efforts to round up and corral the members were, thanks to the presence of the ladies, at least temporarily successful, and the very satisfactory assembly room of the Jefferson Hotel was measureably filled with members and guests, a fact due also, in part, to H. A. Hilmer's suggestion of a presidential order that all traveling men be required to "come in and sit down," these gentlemen constituting always a considerable portion of those present.

After the Invocation by Rev. S. P. Archer of the M. E. Church, Mayor E. N. Woodruff made the address of welcome on behalf of the city, a rather more than conventional function, in that his Honor is disposed to recognize the place of the grain dealer in the economy of trade and commerce as an honorable one growing out of the conditions involved in the marketing of grain. Even the speculator might feel safe in Mayor Woodruff's hands.

On behalf of the Board of Trade, President C. H. Feltman welcomed the grain men to the city, with some personal hesitancy, he said, following the Mayor, a past master at that sort of thing, whose nature is such that he is able to find "good in everything," even the grain dealer, and whose skill in address is such he seems to have the "gift of tongues," so that he, a Republican, had been known to welcome Gov. Woodrow Wilson in a manner to deceive the very elect into the notion that the Mayor himself might be even as this Democrat. If the Mayor had only been a Board man we could say that the Board of Trade had given six mayors to the city of Peoria. Continuing Mr. Feltman said:

On occasions of this kind it is customary to be complimentary in one's remarks. In thinking over what I might say, I find I can easily follow this custom by simply stating some facts.

The Illinois Grain Dealers' Association is open to any person or persons legitimately engaged in any phase of the grain business within the state; and my remarks will necessarily have reference to those engaged in the business in terminal markets and those outside of terminal markets. There has been a need among grain men of a better understanding of one another, a better appreciation of our separate values one to another, our inter-dependence one upon another, to meet the many varying conditions affecting the grain trade, and this organization is meeting that need.

The grain business is the earliest of any record. In the dawn of recorded human history we read that Joseph and Pharaoh ran a line of warehouses along the Nile River. They were inspired by Divine revelation to enter the business to provide for a future need. Divine revelations are not necessary now, for the whole world is in hourly communication and crop failures or shortages in any part of the globe are provided against in ample time. These operations are the very basis of our future or option markets which, at the present time, some misinformed people call gambling. The operations of Joseph and Pharaoh were large for their day, but insignificant compared to the business of today; for the grain dealers of Illinois alone last year handled the enormous amount of 600,000,000 bushels, in round figures, of actual grain. Enormous as this is and the business ability which it attests, the most creditable feature is the care and honesty with which this enormous business was done. Lawyers are employed by grain men to interpret the law. Very seldom is there occasion for an attorney to defend them against the law. But with all this commercialism and business activity, the grain dealers of Illinois have done other things in the higher phases of life.

The Board of Trade man is continually trying to do something for others. He is either trying to buy something as cheap as possible or trying to sell something as dear as possible for someone and is constantly doing something for his customers over and beyond the mere selling of his shipments, and it is by the easiest of stages that he drifts into doing other things for other people outside of his business.

I have not the time to go into detail, but the Armour Institute, Northwestern University, Evanston Hospital, St. Charles Home for Boys, Chicago Art Institute; here in my own city, the Grand Army Hall, Public Library, the drinking fountains scattered over the city, our parks and park driveways,—all these and many more are the result, in part, at least, of the generosity or have felt the liberality and philanthropy of the Board of Trade men. Every

grain man has to continually scan the broad horizon, for seemingly every circumstance the world over has a bearing on his business; and so he becomes broad in his views and in every movement for the advancement of his town or city the grain man generally heads the list; and generous response was only natural from grain men the state over for the relief of Messina and San Francisco earthquake sufferers, Chicago, Charlestown and Galveston fire, flood and storm victims and many other donations for sufferers from unusual catastrophes.

The first grain men in Illinois located on some of our winding rivers or the Great Lakes, the only early means of communication, and bartered their wares for grain, for money was scarce, and took the chance of getting what they could for grain in the spring. It is a long way from that early day to the present, when the railroads have thrown their great steel strength to every town and the grain dealer can sell whatever he buys any hour of the day for any delivery and is no longer dependent on chance fortune.

Many changes have taken place in the meantime. He is no longer compelled to be a speculator and from a trader he has become a merchant; for ample, sound money is at hand. But through all these changes one characteristic has remained with him. He has been a pioneer all through these years. With the first rail came the grain man, not only with conveniences for handling grain, but also with his money and credit; not only to pay for grain on delivery, but to tide over the early settlers; and he loaned them on security no other class of men would take. Many an early settler would have utterly failed except for this aid. He has also been a pioneer in every movement affecting the general welfare of the country, and the response from grain men in the time of our country's need, all during the Civil War, for men and money, attest his patriotism.

The Indians called this territory "Illini," or the "Land of Men"; and when I come to look up what the Illinois grain dealers have done and are doing, it is still the Land of Men, and I am proud in behalf of the Peoria Board of Trade to welcome you to our midst; and we will try to make your convention a pleasant one and hope it will be of mutual benefit to all.

I do not wish to encroach upon your time or become tiresome, but I wanted to let you know that there are reasons besides your business ability and your trade why we are pleased to have you in our midst. Few records are kept of the contributions of grain men in time and money to charitable, religious, educational and transportation and crop improvement purposes, nor do I know of all, but from the little investigation I have made, I know I have only touched on what might be said.

Again, I welcome you and thank you for the opportunity of doing so.

W. L. Shellabarger of Decatur made the response, in a facetious vein that was quite effective both as an address and as a rejoinder in kind.

SECRETARY'S REPORT.

The reading of the minutes of the meeting of 1911 being eliminated, the Secretary's report was read. Mr. Strong prefaced the report by saying that the report as formerly made had been "farmed out" in the interest of greater particularity, the President making later the annual review of the work, while important committee chairmen would make special reports upon particular phases of the Association's work.

The Secretary's report is, therefore, confined to a financial and statistical statement as follows:

In submitting this, the Nineteenth Annual Statistical and Financial Report of the Association, I take great pleasure in congratulating the membership upon the vigorous condition and standing of the organization.

There are now 614 members in good standing in the Association. During the past year there have been added seventy-five new members, thirty-three have been lost from the roll, twenty-one having sold out, nine resigned, and three dropped.

The President will address you later, giving a comprehensive account of the work of the society during the past year. The chairman of the arbitration committee, the chairman of the claims committee and the scale inspector will each make a report of their particular department, while other speakers will tell you of the Crop Reporting Bureau of the Association; therefore the Secretary's report has especial relation to the financial standing, as follows:

Balance in the treasury June 1, 1911.....\$1,047.57

Receipts.

Dues of members.....\$5,644.00
Fees new members..... 375.00
Advertising in directory..... 1,312.00
Scale department..... 10.85
Claims Department..... 37.98
Arbitration Department..... 394.00 7,773.83

Total\$8,821.40

Expenditures.

Office supplies.....\$ 178.82
Officers' expenses..... 602.47
Postage..... 390.92
Stenographers..... 444.85
Eighteenth annual convention..... 404.10

Office rent..... 180.00
Arbitration fees refunded..... 237.62
Telephone, telegraph and express.. 153.94
Assistant secretary..... 522.29
Printing..... 127.14
Salary secretary..... 2,600.00
Traveling expenses secretary..... 737.17
Publishing 19th annual directory... 713.52
Dues National Association..... 417.00
Claims Department..... 32.25
Scale Department..... 63.25 7,805.34

Balance in treasury.....\$1,016.06
Calls on dealers, 532; miles traveled, 18,821; local meetings held, 66; dealers in attendance, 918.

Thanking the membership for many favors and constant and sincere friendship, I beg to remain,

There being no objection thereto, the report was received and placed on file.

TREASURER'S REPORT.

H. I. Baldwin, Treasurer, made his annual report agreeing with that of the Secretary, the report thereafter taking the same course as the Secretary's.

The finance committee, by Victor Dewein of Warrensburg, reported as follows, the report being received and placed on file:

We, the finance committee, acting as auditors, have this day examined the books and accounts of H. I. Baldwin, Treasurer, and S. W. Strong, Secretary, of the Association, and beg leave to report

We have found that the books and accounts of both these officers are carefully and properly kept, that all moneys paid to the Secretary have been remitted by him to the Treasurer, and the Secretary exhibited the Treasurer's receipts therefor.

We find that all moneys remitted by the Secretary have been duly entered in the Treasurer's books of account.

We report that all payments made by the Treasurer have been upon orders duly signed by the President of the Association and countersigned by the Secretary, as required by the By-laws.

Said orders were exhibited to the committee and duly examined and found correct.

Your committee reports that the balance in the hands of the Treasurer, after all receipts have been duly entered and all orders charged, is remaining \$1,016.06.

Your committee commends the manner and methods which are followed by these officers, and recommends a continuance of the same.

The chair then announced the following committee appointments:

Resolutions.—Geo. D. Montelius, Piper City, chairman; W. T. Cornelison, Peoria; H. H. Newell, Chicago; Wm. Murray, Champaign; J. W. Probasco, Bloomington; W. L. Shellabarger, Decatur; J. H. McCune, Ipavo.

Nominations.—B. P. Hill, Freeport, chairman; J. E. Collins, Garrett; Victor Dewein, Warrensburg; C. P. Cummings, St. Louis; L. L. Harrison, Dwight; H. P. Worden, Fairmount; Edward Andrew, Chicago.

On motion all resolutions to be offered from the floor were ordered read and referred without debate, except such as might be excepted by consent of the chairman of the committee.

After announcements of entertainments coming, adjournment was taken to 1:30 p. m.

AFTERNOON SESSION—FIRST DAY.

It appearing that the Association was sadly in need of a gavel and the President's knuckles having become somewhat worn during the morning session suhduing the hum of "husy converse" in the lobby, Mr. Hymers, with the Pope & Eckhardt Co., Chicago, devoted his noon hour to supplying the omission; and when President Metcalf called the afternoon session to order he was able to do so with a gavel of substantial size and strength, with its native beauty enhanced by a red ribbon and the modest legend, "Please don't use this to knock the Chicago Board of Trade."

Calling Mr. Shellabarger to the chair, Mr. Metcalf made his annual report as president. He prefaced the reading by calling attention to the fact that for the first time in a number of years no death has taken place among the membership during the year just closed. The address was as follows:

To the officers and members of the Illinois Grain Dealers' Association—Gentlemen:

We extend you a hearty, sincere greeting on the occasion of this, our nineteenth annual convention; and it is with no small degree of pleasure and satisfaction that we can truly say that each and every year of the nineteen of the life of this body have been years of progress and advancement; years of growth, expanding influences, better service and greater usefulness, not alone to the grain trade, but to the producer and consumer as well; and in fact, so potent and salient have our efforts for good attained that the whole commercial and financial interest of this great Empire State have been benefited.

And while this is true, and we congratulate you

upon the splendid, practical work performed, we want to say here, not for your discomfort or regret, but for your caution, that there is much more to be done and that we must not become unsafe and insecure because of inactivity. The incessant individual activity of our membership is responsible for the very satisfactory growth, and magnificent development of our association. We can say conscientiously and truthfully that we believe there is no other association whose fundamental principles are more just, impartial and equitable than the basic principles of our Association. We extol you, gentlemen, because we believe that you live up to the high standard of these principles. The perfect measure of value in this world, to my mind, is usefulness; and to acquire and retain that standard we must grow, expand, progress. The moment we become inert, that moment we perish. Our external surroundings teach us this lesson, for nowhere in nature do we find rest. This law is as inevitable and as indestructible as the universe itself.

Associations, like men, must fearlessly and honestly meet rising conditions, embracing the useful ones and resisting the unworthy ones. What is man but a re-builder, a re-maker of what man has made; a renouncer of wrong and error; a restorer of right and truth; standing firmly at all times for growth and progress? Then let us, as a collection of men, associated together for the advancement of a great commercial cause, be cautious and careful, but having taken an advanced position on questions of right stand boldly up and advocate them as a united whole. Today we meet in annual convention to take a retrospective view of the past and outline our policies for the year to come. As indicated so far in this address, I hope we will be progressive but not radical. I sincerely trust that we will have a full and free discussion of all topics for consideration.

It will spell success for the future welfare of the Association to have all subjects thoroughly investigated; and we urge you to the point of insistence that you express fully and freely your opinions so that wholesome and valuable results will be obtained. We opine, in fact, we believe and know, that every individual member present is anxious to have such an attitude taken by our Association as will put us upon a higher, broader and more useful plane than ever before.

The policy of this society has always been to combat fearlessly any unjust encroachment upon the rights of its membership; and I am sure that time honored principle will be maintained. We assert that any wrongful act perpetrated and practiced upon one of our helpless members assails in a way the principles of right and truth upon which the whole structure of our society is builded, and should be strenuously resisted.

As one of the custodians of the business affairs of the Association for the past year, we feel it incumbent upon us to report to you what has been done in its behalf.

At the last annual convention in Bloomington, several resolutions were introduced and adopted delegating to your officers certain duties to perform. We are glad to say to you that the subject matter of all these resolutions were taken up and disposed of. The resolutions were as follows:

1. Revision of Constitution and By-Laws.
2. Department of scale testing.
3. Elimination of "or better" on call bids.
4. Elimination of the moisture test as the determining factor in the inspection of corn.

In obedience to the first resolution, a committee was appointed who very carefully and diligently worked out a revision of the Constitution and By-Laws, submitting the same to the board of directors at a meeting held in Decatur, September 28th last. Being approved by the board of directors, advanced copies of this revision were mailed you, and we trust that you have given same careful study, to the end that the best interests of the Association will be subserved when they come up for consideration later in the session.

A committee was also appointed on "Official Scale Testing"; and after going into the subject most thoroughly made a very comprehensive report to the directorate at the Decatur meeting, a copy of which was mailed to the membership by the Secretary. The directors approved the report which soon afterwards was found to be inadequate in the matter of fees and underwent slight changes. As an expression of confidence in the enterprise, the board of directors and members of the scale committee signed up 42 scales to be taken care of by the new scale inspector. As a result of the untiring efforts of your efficient Secretary, a competent man was finally found to take charge of the work in the person of Mr. Clay Johnson, and the new department was launched. Its success has far exceeded the fondest hopes of its most ardent and sanguine supporters. So popular did the department become and so efficient did Mr. Johnson prove to be, that your scale committee made arrangements with the scale committee of the Peoria Board of Trade to have Mr. Johnson appointed as their Official Scale Inspector and to have charge of the scales under their jurisdiction. It is not our intention to go into details regarding this subject, as Mr. Johnson will make a complete report of this department later in the session, in which I am sure you will be deeply interested.

This Association has repeatedly gone on record as in favor of selling grain of a specified grade and the elimination of the words "or better," thus giving the seller advantage of any premium for the "or better" grades that may be current; and in conformity to a resolution adopted at our meeting last year, a committee of this body met with the grain committee of the Chicago Board of Trade at Chicago on October 26th and discussed this matter with them. As a result, on November 18th the call committee issued a notice that beginning Monday, November 20th, the term "or better" would be eliminated as a qualification in bids on grain to arrive. At this

time I desire to say that the custom among brokers and others bidding track country is still practiced of bidding "or better"; and we believe that this convention ought to go on record as opposed to such practice and that the seller ought to insist that the words "or better" be stricken from all contracts, either sold on call bids to arrive or sold f. o. b. track country stations.

The resolution in regard to the elimination of the moisture test as being the determining factor in the grading of corn was the cause of a very spirited and animated debate before the Railroad and Warehouse Commission, in which the merits of the resolution were championed by a committee of our members and who asked that the word "approximately" be inserted in the graduated scale of per cents. The committee were opposed by quite an imposing number of gentlemen representing the Grain Dealers' National Association, Receivers' Associations, Chief Inspectors and others. After some delay the Railroad and Warehouse Commission refused the specific contentions made by our committee and decided to not change the inspection rules. Thus we were unable to secure for the membership their desires as expressed in the resolution. However, the question of making slight fractional percentages the excuse for enormous discounts was made so strong and given so much publicity as a result of the hearing, that we believe much good was accomplished for the shippers of corn, as the past year has been the first year wherein discounts on off-grade corn have been graduated to any extent.

Other matters of importance not specifically outlined by resolutions and which were met by your officers and committees, will be briefly stated. At the beginning of the year, Buffalo bidders were discriminating against Wabash grain in making their f. o. b. country station bids. The matter was taken up and vigorously pushed. Several meetings were had with the Buffalo people and the Wabash officials; and we are happy to say that the matter was finally corrected.

By a motion adopted at the meeting of our directors in Decatur, September 28th, the discrimination in Chicago call bids made for grain arriving over five certain railroads was referred to the transportation committee. This committee, together with your President and Secretary, began at once to have this adjusted with the result that on October 25th it was abrogated.

Numerous objections being filed with your officers relative to the commission of $\frac{1}{2}\%$ being charged on grain being sold and arriving out of condition at Baltimore for having same put through driers, we joined with other state organizations in a strong protest against the unjust charge and succeeded in having the same removed.

Many members importuned your President to take some action in regard to what they held excessive discounts and severe grading at Louisville. A committee was appointed who visited Louisville on January 12th, and were cordially received by the grain men at that point. A friendly discussion was had and an agreement signed by all the grain handlers in that market that they would all use the same rules of inspection, fix discounts on off-grade grain by a discount committee, and issue a trade bulletin which would advise the trade of conditions in that market. A comprehensive report of this committee was mailed to the members at the time, and we believe that the visit resulted in establishing a better understanding between the grain trade there and our shippers.

The mass meeting at St. Louis, held under the auspices of the National Association and the subsequent meeting at Washington to protest against Dr. Wiley's interpretation of the pure food law were of so recent date and were so vividly impressed on your mind that they need not be discussed at any great length. The former meeting was largely attended by our officers and members who gave no small assistance to the matter in hand. The latter meeting was attended by your President and Secretary as delegates from this Association. The results obtained were eminently satisfactory, and we are sure saved the grain dealers of this state many thousands of dollars.

At the invitation of Mr. Foss, Chief Weighmaster of the Board of Trade of the City of Chicago, your President and Secretary made a visit to that city to better familiarize themselves of the methods used by that department. We made a very careful and thorough investigation and can say candidly that we were astonished at the care taken and the safeguards thrown around the weighing of grain at Chicago. We commend the Board of Trade in this and Mr. Foss for his untiring efforts in bringing his department up to this high standard. I am authorized by Mr. Foss to say that members of this Association are invited to make any inspection of his department they may desire, and that he will welcome any suggestions that will add to its accuracy and efficiency.

On the 13th of last April, a circular letter was issued by the Central Freight Association, calling a meeting of shippers, receivers and carriers to meet at the rooms of the Central Freight Association, Chicago, April 17th, 1912. The object of the meeting was "to consider the proposed advance in rates on grain and grain products from the Mississippi River and Illinois points to Chicago, Peoria, St. Louis, Ohio River Crossings, Lake Erie Ports and Eastern points, and that one of the reasons therefor to eliminate the necessity for transit privileges at Chicago, and furthermore that the carriers believe the advanced rates are not unreasonable considering the service performed."

The Secretary attended for this organization, and all the other points mentioned in the call were represented. All the delegates present opposed the proposed advance of rates, except Chicago, with the result that the effective date, which had been fixed for June 1, 1912, was suspended. The matter was left in the hands of the carriers for further infor-

mation and advice to the grain interests, and if the reply of the carriers was not satisfactory to the other interests, that another conference would be arranged. This question will have the careful attention of the Secretary, and he will keep advised of action in the premises by the carriers.

We have already called your attention to the scale department, and would particularly invite your attention to our departments of arbitration and claims.

Arbitration marked a new era in the grain trade, and this department is growing annually in favor and usefulness. It has accentuated the great spirit of fairness and progress of the grain men. In this department hundreds, aye thousands, of differences have been amicably settled between grain men by their brother grain men; and, in fact, so popular has this department been that its good offices have been sought to settle disputes entirely outside of our membership. So splendid and so impartial has been its operation, that every decision it has ever rendered has been faithfully and sacredly kept by the parties involved. We challenge its equal as a factor for harmony and peace.

Mr. Rumsey of Chicago, chairman of the arbitration committee, will present to you much interesting and valuable information regarding this department; and I bespeak for him your closest attention.

Mr. R. C. Baldwin of Bloomington, chairman of the claims committee, will address you as to the workings of this department and will no doubt recommend to you some changes in its operation. The revised Constitution and By-Laws have been changed and amended so as to conform to what has been discovered by experience up to this time to be necessary for the development and enlargement of this division of our Association.

In order that there may be no misunderstanding about the purpose of the claims division of the Association, we wish to say that it is only intended, to embrace claims as against transportation companies.

The crop reports of the Association are no longer an experiment but fixed necessity, and are held in high regard among the grain interests for their accuracy. This valuable information can be made even more reliable and valuable if every member will answer carefully and immediately the inquiries when they are received by them from the Secretary. We cannot urge too strongly that this be done.

RECOMMENDATIONS.

1. We recommend that all members patronize our arbitration, scale and claims departments, believing firmly that if same were done, the good obtained would be mutual between the individual members and the organization.

2. We believe that a complete record kept and a complete certified report made of the physical condition of all cars of grain arriving in terminal markets would operate to safeguard and protect the interest of the shipper and would facilitate and simplify the collection of railroad claims. We therefore recommend that you give this matter your careful consideration and attention.

3. Rule No. 7 of the Uniform Grade Rules has had so many constructions put on it and has been the cause of so many disputes between shipper and purchaser that we recommend that action be taken at this meeting with a view of having same made more explicit and mandatory.

4. We recommend that the membership make a careful analysis of Schedules "A" and "B," promulgated by the Federation of State Associations, believing that it is based upon principles of equity and justice and a step in the right direction.

5. We recommend that all country elevators at initial points be equipped with facilities to correctly weigh grain when loaded.

6. We strongly recommend that all terminal markets adopt and enforce the uniform grade rules and suggest that unless this is done Federal inspection or Federal supervision of inspection is not in the far distant future.

7. We recommend that all reputable grain men within the confines of this state become members of this Association, so that we may have the benefit of their counsel and advice and they have the conscious feeling that they are not according to themselves benefits that are made possible through the efforts and at the expense of others; and we recommend and urge that our old members assist in securing new members to the end that our society be strengthened and the benefits it imparts be enjoyed by our brother grain dealers.

In conclusion, we have tried to give a synopsis of things undertaken and things accomplished by the Association the past year and have briefly and without any coloring submitted the facts.

Outlining for the future, we have conscientiously called your attention to such policies as we believe are indicated by the present status of conditions surrounding the grain trade. Our only ambition is to have you embrace and put into operation such policies as in your mature judgment will safeguard the future perpetuity of our society and enhance its value to its membership and our citizenship as well. We affirm that the supreme asset of our Association, and all kindred organizations of a like character, is found in the loyalty of its membership; yet we do insist that much credit for our success will be found reflected in the alert, industrious, diplomatic services of our efficient Secretary.

I cannot close this address without expressing my thanks to the Peoria grain men, the Peoria press, and the citizens of Peoria generally for their untiring, indefatigable efforts to make this meeting the great success I feel assured it is going to be.

INTEREST ON ADVANCES.

Mr. J. S. Coon of Rantoul followed with a paper on "Interest Charges in Terminal Markets," as follows:

I wrote to a number of prominent shippers and read what they say, and as I have so much material I have not time for jokes or funny remarks.

One shipper says: "Like the rest of the crowd, I think interest charge at terminal centers unjust; at least, partly so. I have no objection to paying interest on consignments until the grain is sold, which should be only a few days, after which it seems to me to be manifestly unfair to charge the shipper interest, as he no longer has any control of the matter and could not hasten the weighing of the grain if he would. The buyer often prefers to have the grain remain on track as long as possible, especially on an advancing market."

"If the grain is an unreasonable time in transit, the railroads should be responsible to the shippers just as they are for delays and damage resulting therefrom. I have been in the stock business for some time, and it would be just as fair for me to say to my customer, that I would charge him interest until the stock were sold at the terminal and my money was in the bank, as for the terminal grain man to say the same thing to me; which he does. When grain is sold on track it becomes absolutely the property of the buyer as soon as it is loaded and a bill of lading is secured from the railroad; and it is certainly unjust and also unbusiness-like to charge the seller interest on the purchase price of property which he has absolutely delivered at the place and in the manner contracted for, until such time as the property shall be delivered and weighed at a terminal, perhaps a thousand miles away, over the time of which delivery the seller has absolutely no control. I have sold corn that was delayed from ten to twenty-five days getting to the place of weighing and have paid interest for all that time, which I think all wrong."

Another shipper says: "I think cars can be held on side tracks and at elevators and the railroads can take all the time they please to get the grain to its destination, and we pay interest from date of draft. I am willing to pay interest for a reasonable time to get my grain to market, but when it takes six weeks to get a car of grain from San Jose to Chicago or St. Louis, when I know that they can deliver it in three days, I object."

Another shipper says: "I do not think it is right to charge us interest on the grain sold after the grain reaches its destination or is inspected, as it is really their [the buyers'] grain after it is billed out to them."

Another shipper says: "The very fact that it now takes about twice or three times as long to get grain unloaded as it did when the shipper was not paying interest on his drafts, is sufficient evidence that this charge should not be made. If it were not made, the people who buy our grain at the terminal markets would get it unloaded and in transit much quicker, instead of allowing it to stand on track and collecting interest from the shipper, while they took their time in disposing of the grain."

Another shipper says: "It works great harm on account of the delays in unloading. For if the receiver's own money is tied up, he will work much harder with the transportation companies to promptly deliver to the elevators and release the money than he will if the interest is chargeable to his customers."

Another shipper says: "It should be for a reasonable time; not from 30 to 90 days."

Another shipper with a number of elevators, says: "We have always considered it an imposition. We find that it averages about \$1.75 a car; but once in a while we have one run to three or four dollars. The charge on consigned grain is bad enough, but for grain sold on track here to Chicago parties it is simply steal. However, we get around that by making it a rule never to sell grain to Chicago, as we find plenty of other markets that do not impose it. We think it is high time the Illinois Grain Dealers' Association be getting together on a lot of these matters."

Another shipper says: "I paid some similar amounts from \$1.50 to \$3 interest on cars that were forwarded out of Chicago. I contend they buy this grain f. o. b. my track and funds are due whenever bill of lading is received from the railroad company."

Another shipper says: "My records show that we have been treated in like manner by the Chicago commission men, more than at any other terminal market and in a number of instances had to pay from \$2 to \$2.40 interest per car. Taking into consideration the short distance to Chicago and the facilities for handling the grain at that terminal, it looks to me that this is an unreasonable charge for interest on a single car. In some cases I know the car arrived in Chicago twenty-four hours after draft and still we have to pay interest from time draft was drawn until returns are started back."

Another shipper says: "We were charged interest on drafts at Chicago, running from 48 cents to \$1.60. Several at about \$1.45, cars were held up seven to fifteen days."

Another shipper says: "I think a strong argument for our side of the question of interest is that commission men ask pay for a service in which there is no risk at all, no matter what price is secured for grain, and get their full commission; and they should certainly furnish the money to conduct this business. We can give you several instances where we have paid from \$2 to \$2.50 and rarely less than \$1 interest. What we want to do is to bring enough pressure on Chicago to compel a repeal of this rule."

Another says: "I have the returns of a car before me today, which was just received, with \$1.86 interest charged for eleven days. I think often times the returns are delayed in order to collect interest. We have had returns on different cars delayed for three or four weeks; so you see the interest would amount to quite a sum."

Another shipper says: "I think all we can do is to keep away from those markets that eat up so

much of the grain in fixed charges. We also figure more charges in some markets than others and try to send the grain where it will net us the most money."

One shipper says: "Where the custom used to be to pay half the weighing and half the inspection and no interest, we now have to pay all the weighing and inspection and interest also, without even being consulted. The custom was changed; or, in other words, the tax upon the shipper was put on as it was in old times on tea—'taxation without representation.' The grain sold on track belongs to the receiver as soon as the bill of lading is issued, and no interest should be paid. On consigned grain it should not be paid past the date of inspection. The time the car is delayed after inspection, for a number of reasons, such as congestion, unfavorable climatic conditions, for an indefinite period and different excuses for not unloading the grain, should not fall upon the shipper."

Another shipper says: "Grain that should arrive at destination in three or four days the past winter has been held out thirty or forty days on account of the congested condition of the railroads, and this interest should not fall upon the shipper. If the grain has been inspected, it should fall upon the receiver; if it has not been inspected, it should fall upon the railroad."

Another shipper says: "We have as much right to ask the farmer to pay us interest on the cash we pay him for his grain from the time we pay him until we get our money out of the grain as the man we sell to in the terminal markets has to ask us to pay interest on any drafts we draw against grain sold them. It is the same with the commission men. The real truth of the matter is, it is a plan of the buyers and commission men at terminal



LEE G. METCALF, PRESIDENT.

markets to get a little more cash out of the shipper without making a direct raise in the commission men's allowance."

It is sometimes mentioned by the receiver that the shipper would simply get that much less for his grain anyway. We all know this is not true. The receiver would simply get that much less profit. The receiver also says that it is the same as our not paying the farmer until his grain is delivered. It is different; because the receiver has control of the grain and can do as he pleases with it, while grain bought to come in from the farmer, if he could ship it and control it, would save him big losses often times.

I am only an ordinary country grain buyer and am already very nervous, because I have been warned that I shall get in trouble if I am not very careful in jumping on to this interest problem at terminal points. What is all this trouble about, anyway? It is MONEY, the universal provider of everything except happiness. A young man twenty years of age died at Knoxville last week with hydrophobia. He was bitten by his best friend, his own dog, and died a terrible death. We are likewise being hurt by our best friends, the brokers and commission men, who are charging us interest on top of a commission which should pay them a fair profit. If it is not consigned grain, it is still worse; as they admit themselves that it is unjust to charge interest on grain sold on track that should be paid for as soon as loaded. You stop interest, you hurry up the cars by all the commission men working harder to get their cars in and inspected and unloaded,—this enables you to get more cars as they are unloaded and ready to be returned to you. We could all have handled more grain last spring had we had the cars to have done it. In hurrying up these cars you get your grain graded quicker and save off grades and heavy discounts.

Yet the commission men say it is a small item and should not take up valuable time for consideration. It means one thousand dollars loss to our firm on seven or eight hundred cars handled by us yearly; running from one to two dollars a car means a million dollars loss to the shippers of Illinois per annum. The grain men are not small, but their profits are made up of small items—of two

cents per bushel. If it is more than that, they are simply driving themselves out of business and bringing in a farmers' elevator. Is it right to pay a commission man a half cent per bushel with no risk whatever for them to run and then pay interest besides, when the grain man on so small a margin has to stand off-grades, keep up repairs, pay taxes, insurance, weighing, inspection, interest on his plant, exchange on his drafts, interest on his investment and interest on money advanced to farmers and interest on money tied up in grain in the elevator by the thousand and tens of thousands, caused by the delay encouraged by this terrible habit of interest charged at terminal centers? If this were stopped, the wheels would begin to move faster and something would be doing. It is the little foxes that eat up the vines. It is the little drops of water that make the mighty ocean. It was for lack of a horse shoe nail that the battle was lost.

Granting, for argument, that it is popular, that it is perfectly lovely, and that we ought to be perfectly satisfied because we are getting the money at 5 per cent instead of paying 7 or eight at home, for the great kindness which our beloved friends are granting us. They all admit that after fifteen days they can get 80 per cent from any party to whom they are selling this grain, and often we are paying for many days beyond fifteen. Returns are often held up and cars delayed, many days after it is inspected, forwarding the same to Hammond from Chicago.

For example: I shipped to Chicago, on March 11, one car; nine days later it was inspected; and still seven days later it was weighed. Another car was shipped on March 16; inspected in seven days; six days later it was weighed. On Feb. 7 one car was shipped; inspected ten days later, and weighed still ten days later than that. The interest on three cars was as follows: \$1.21, \$1.16 and \$2.38. The commission man claims he could not make a living before this interest charge rule was voted, because cars coming in from the Western states to Chicago were delayed many days. If this is the fault of the railroad company and you know it can be absolutely placed no place else, as you can cross the continent in three to four days from Chicago, in any direction. With fast freight, the railroads can handle the grain almost as swiftly and would do so if the terminal centers had to lose this interest, then you would hurry up the wheels of commerce, and we would all be helped thereby.

Granting again for argument's sake that it is right to pay interest, how far should it be carried? Grain should be placed ready for inspection in three days anywhere within two hundred miles of terminal centers, and in six days, clear to New Orleans. Should we be forced and driven beyond the time which is right for this grain to be inspected and then eleven to fourteen days' delay after that time in getting to the elevator to be unloaded because of the slowness of the railroad to act in this matter? It seems to me the railroad should pay interest on all this delay and not the grain man.

If we do not fight this little giant now, it will be like the yeast put into the bread. It will expand and keep on expanding until it covers the whole earth. If I go to a farmer and buy three carloads of hogs, he weighs them up on his scales and makes me give him a check for the same. He would never be found guilty of doing otherwise. Why is it not just as fair and honest, when you load a car of grain out of the elevator into a car and weigh it and furnish a man a bill of lading, with the same endorsed over to him, so that he can dispose of it and handle it, that he should pay for the same then and there?

If it is consigned to him and we pay him a half cent per bushel to handle that car of grain, is it not right for him to furnish the money, as he gets more clear profit out of the deal than the man who shipped him the grain? If his commission is not high enough, he surely has the right to ask for more, but it does not look unreasonable to expect him to furnish the money to run his business after the grain has been billed to him and endorsed to him, giving him the power to handle the same any way that he desires.

We may be like the Southern colonel who had a Northern visitor who was almost devoured the first night by mosquitoes. The next morning he asked the colored porter if the mosquitoes did not bother the colonel. "Not much, sah," he said. "The first part of the night the colonel am too drunk to feel mosquitoes; the last part of the night they are too drunk to bother him." Part of the time we may be under the hypnotic influence of the receivers; the other part we are so anxious to get a little financial assistance from them that we do not feel a little mosquito's effect upon us.

On the conclusion of the paper he moved the adoption of the following resolution:

Whereas, Certain exchanges charge interest upon drafts drawn on grain sold shipper's track and also upon consigned grain; and

Whereas, The country elevator operator has ever denied the right of exchanges to charge interest upon grain sold "shipper's track"; and

Whereas, For several years past country elevator operators have endeavored to secure the adoption of a rule by the exchanges, which would be equitable, just and right in relation to the interest charges upon consigned grain, demanding that when grain which had been consigned has arrived at the terminal and had been inspected the shipper had fulfilled his contract, and that thereafter interest should cease; and

Whereas, The practice still continues by the exchanges to charge interest upon drafts drawn against grain sold shipper's track, and interest is charged upon grain consigned as a rule until one day after unloading and sometimes for a longer period; now, therefore, be it

Resolved, That this convention of country elevator operators, members of the Illinois Grain Dealers' Association, does here, and now most earnestly protest that the practice of charging interest upon grain sold shipper's track is unjust, unfair and inequitable; and be it further

Resolved, That when grain is consigned and arrives at the destination and is inspected, then, and at that time, the shipper has fully and entirely filled his contract, and that all charges for interest upon such consigned grain, should and of a right ought to cease; and be it further

Resolved, That the President of this Association is respectfully requested to take up this question of interest charges, as hereinbefore set forth, either by committee or otherwise, and urge upon the exchanges the rights and demands of the country elevator operators, to the end that the question be finally and equitably settled; and be it further

Resolved, That we, the members of the Illinois Grain Dealers' Association, pledge to our president the fullest support, and that we will attend any meeting called by our president, at any place where he deems best, where this question, so annoying to the trade and such an irritant to business dealings, and so unjust, unfair and unAmerican, may be discussed, if in his judgment our presence will be of assistance in the matter; and be it further

Resolved, That we hereby call upon all commission merchants, members of the various exchanges, to give this question fair consideration and thought, to meet the request of our president, when made for a discussion of the question, and assist in a fair and honorable manner in its final settlement, for the mutual benefit of all concerned.

Under the rules, however, action on the resolution was barred further than to refer it to the resolutions committee.

The subject being open to discussion, Mr. Hymers, as a representative of the Chicago Board of Trade, took exception to both the subject matter and the tone of the paper. He denied specifically Mr. Coon's assumption that the receiver accepts, or is under, no responsibility in handling consignments; on the contrary, owing to conditions in the market last winter many firms suffered heavily on account of that very responsibility—some even failed. The receivers are not responsible for the delays complained of; the railroads are at fault. Nor is there any disposition to face delays in order to charge interest; the interest stops after seven days—with the house I am with, on the day after inspection. If there is excessive interest on advances due to delays, the cost is proper and should be made as a claim against the carrier.

Mr. Andrew of Chicago reminded the convention that this question has already been made the subject of a conference between the officers of this Association and the members of the Board, resulting in the reducing of the interest time from a maximum of fifteen days to seven days, after which time the receiver is entitled to call for at least 80 per cent of your money from the buyers. Besides, no one is obliged by his contract to draw for an advance; the grain is not sold your track—it is only the price your track that is bid, subject to Chicago weights and grades; and the account necessarily cannot be closed until these details are established.

Mr. Wayne of Delavan recalled the conference referred to, and said the Board had acted fairly. The railroads should pay the cost of the delays they cause, and that cost can be collected of them. In his opinion, however, interest should cease when the grain is inspected. In his own case he had found that when he was charged interest in excess of seven days, he had only to demand a rebate of the excess to get it.

ARBITRATION COMMITTEE.

The report of H. A. Rumsey, chairman of the arbitration committee, was read as follows (it took the regular course):

As I sat at my desk trying to disturb a brain that had been two nights on a sleeper and one on a smoker, I pictured the speaker, as he rose to deliver an address on arbitration, with a look of dismay on his face. I saw member after member slip out with that air of mystery which denotes in Decatur fulfillment of duty in having stayed through the previous number and in Peoria an important appointment; and the horrible thought came to me—Can the silent monster "graft" have invaded our ranks and seized upon our secretary that he should have been induced by "the interests" to save the dryest of subjects for discussion until the convention should meet in Peoria?

As I understand the object of arbitration, it is the peaceful, prompt and inexpensive settlement of differences arising or existing between governments or individuals. You know it was Philosopher Dooley who said of Dewey's excursion into Manila Bay, "As he proceeded he says, says he, 'Let us have peace'; and you could see the pieces everywhere."

While the peaceful element is essential where the reverse would be war, the promptness is

essential because the reverse is what the old general called "war." We have all had our trials with postponements of cases, and possibly sometimes we have been the parties to advocate such actions; nevertheless the result is the same. We are upset in our minds; our thoughts are turned from our chosen pursuits and our time is consumed in attending court and listening to hours of legal wrangling.

We do our business largely by wire; we hustle our cars through by means of tracers; we take the fastest trains when traveling; we often take quick losses; we hurry to take our profits, why not put some speed into the settlement of difficulties? And, do I hear some one say, "Into the rendering of decisions?" In our business we want what we want when we want it; at law we get what we get when we get it; why not make a business out of the troubles we must have instead of a profession?

A report of last year's proceedings of the arbitration committee must in itself be somewhat meagre, owing to the fact that Illinois grain dealers are able to get together without the intervention of the formal committee. However, the total amount of money involved in the 13 cases handled was nearly \$1,200, and a hasty review would show the following reasons for arbitration:

Carelessness between broker and principal; assuming authority by broker not given by principal; question of application of off-grades on contract; overlooking seller's request to close contract according to rules when seller could not complete contract; carelessness in not arriving at settlement at expiration of time; claim that goods shipped did not fulfill contract; refusal of buyer to cancel, buy in or extend when seller notified him sale could not be filled; question of basis for price, fixing damages



S. C. TAYLOR, VICE-PRESIDENT.

on account of non-fulfillment of contract; carelessness of broker in his dealings with principal; mistaking intended relation as broker and principal for that of seller and buyer; question of diligence, or lack thereof, on part of buyer in handling off-grade corn; failure of buyer to follow instructions of seller in handling mis-grading corn; question of propriety in handling shipments without definite knowledge of wishes of shipper.

I think I am safe in saying that the three principal human characteristics leading to arbitration are viciousness, stubbornness, carelessness; and the greatest of these is carelessness. Carelessness is the leading element in the three most frequent causes for arbitration, viz.: First, contracts for grain; and the other two are settlement price on expired contracts.

Viciousness might show itself when one party to a contract takes advantage of an apparent understanding with the other party when it is to his profit to do so. It must be said that the very nature of our business, with its fluctuations in price, susceptibility to change of the actual grades of grain and the possibility of differences in weights might foster this characteristic, but if there are many in the grain trade who maliciously use these phases of a legitimate business for illegitimate gain the committee has not had their cases.

The stubborn class is well known and often makes work for the higher committee because its members will not stay defeated when it is their lot.

But when we come to the careless fraternity we must nearly all admit membership. I venture to remark that no man in the Association has ever served on an arbitration committee who has not returned from his first meeting and laid down a few fundamental principles in his own office to gain immunity from the ills he has just been called upon to adjust for a fellow grain man.

The most prolific source of cases is that of price settlements on expired contracts. The arbitration committee would be almost the top shelf in the line of official resting place if shippers and receivers, or buyers and sellers, would equip their places of business with large alarm clocks to wake them up twenty-four hours before each contract should ex-

pire and continue ringing until buyer had elected to cancel, buy in or renew. If I could be the means of stirring the trade to the realizing sense of the importance of prompt and definite action regarding expiring time limits of contracts for future shipment, I could say with that immortal who said, "I care not who writes the history of a nation, if I could be allowed to write the songs"—I care not who might hold the Association secretaryship if I could be allowed to write the arbitration decisions.

Arbitration is a vital thing in life and business. We need it because we want to live at peace with our fellows. If a man thinks he is about to die, does he ask to have his differences arbitrated? Not at all; he does as my friend Higgins did—called in his enemy and said, "Percy," says he, "the good father says I can't live long, so I want to square myself; and I forgive you for all you ever did to me and I want you to forgive me for all I ever did to you; but Percy, if I don't die, this talk don't go;" and its when we Higginses are well and strong and able to fight that we need arbitration.

In reading one of the articles printed some time since by the American Society for the Judicial Settlement of International Disputes, I was impressed with the remarkable applicability of one clause to the field covered by arbitration in our business life. "On the other hand, there are in private law certain well-defined limitations to the judicial adjustment of controversies or the judicial securing of interests. There are really only three such practical limitations: (1) some things are too trivial for judicial cognizance; (2) some things are too great for judicial cognizance; and (3) some things are too intangible for judicial cognizance."

Should we go to court to have decided for us who should stand a demurrage charge of two dollars accruing because the shipper failed to advise the shipment and the receiver refused to handle the goods? Doubtless our issues are not too great for judicial cognizance, but are there not questions of great moment to us which we would prefer to have settled by grain men than by the courts? How many times your arbiters find elements in cases so intangible and yet so persistent in their demand for consideration that their weight in the argument is felt and yet not possible of elucidation. The subconscious sympathy, if I may use the expression, between the mind of one grain man and that of another cannot be wholly disregarded.

Is arbitration a success? The answer is in the index number of the last case your committee was called upon to decide—2893. Does it save you money? See the Champaign decisions you get, and the Secretary never orders anything but water and lives in Urbana, besides. The answer is arbitrate. But let us take the cause out of the financial column and ask ourselves if it is not far better to quietly tell three men and a stenographer how careless we have been than have our banker get "wise" through some court decision? The answer is, arbitrate.

Have you ever noticed this? You hire a high-priced lawyer; you go carefully into your case with him; you get more and more worked up over your wrongs; and he seldom tries to quench the righteous fire of your indignation; and when your learned counsel has told the court all the sickening details, you wonder why the other party ever allowed the case to go to trial; but you sometimes lose, at that.

On the other hand, you decide to arbitrate; you recall the fact that the case is going to be heard or read in a quiet dispassioned manner by a committee of men in the same business as yourself and on whom no flights of oratory may be practiced and who are supposed, at least, to be able to sift the pertinent from the impertinent in your evidence; and you are glad you choose the better and less expensive (I can't use the word "cheaper") method of settling your difficulty.

I know this to be the experience of some; and the number of days for which I did not get three dollars last year proves it; because the large majority of disputes that start like Roosevelt bent-for-election, never even reached the primaries.

Our present president of the United States, who can make more towns than an Illinois traveling man, commented on arbitration last February in these words: "Arbitration cannot result in victory for both parties. Somebody has got to be beaten. We cannot play 'Heads I win, tails you lose.' We have got to have the people accept the fact that sometimes we may be beaten. We ought not to arrange something with a string to it so that when we think we are going to lose we can back out of arbitration and open up the possibilities of war. We ought to put ourselves in such a situation that sometimes it will hurt us; we ought to subscribe to and carry out the treaty and stand to its terms."

When I first became connected with the arbitration committee I couldn't see how there could be less than two losers in each case—the party who was wrong and the committee; but I must take this opportunity to pay a just tribute to the members of the Association who have had cases on the docket. They have universally been glad when they have won out and game when losing, although of course there have been some who felt like the man who said, "I'm satisfied that Smith is paying undue attention to my wife, but I am not contented."

That owl in the grain trade, "Who Is Who," is in my opinion doing the trade a distinct service in publishing decisions of the National committee, for those who really want to keep out of trouble will find the cases reviewed and decided an index to what can occur in the way of disputes and how an impartial body of men look at the facts set forth. But most important is the truth that what we read or learn in moments of coolness and personal disinterestedness finds a lodging place in our minds which is closed when we are considering our own cases at court.

In conclusion, gentlemen, allow me to call your attention to the oath which is so impressively administered to newly elected members of the arbitra-

tion committee of the Chicago Board of Trade, by our beloved Secretary Stone, who has so clearly won his case of honesty of purpose, steadfastness of principle, gloriousness of true manhood and purity of standards versus the whole category of questionable means of attaining personal gain, before the "Great High Arbiter" Whose justice he revered, Whose kindness he always exemplified and Whose nobleman he is. Himself standing erect, he said: "Gentlemen, will you stand and raise the right hand? You do solemnly swear that you respectively will faithfully and fairly hear and examine all matters of controversy which may come before you during your tenure of office, and that you will in all cases make just and equitable awards or findings upon the same, in conformity with the Rules, Regulations and By-Laws of the Association, and according to the evidence, to the best of your understanding; so help you God."

And now may I ask you if the arbitration principle is worthy of such an oath, and if you still have faith in your brother, are we not selecting the seed and intensifying the cultivation looking toward a higher yield in the quality of our dealings with each other when we emphasize and foster that principle in our keenest struggles for commercial supremacy!

REPORT OF CLAIMS COMMITTEE.

A report covering the operations of the Claims Department of the Association was read by R. C. Baldwin of Bloomington, chairman Claims Committee, as follows:

The history of the claims department of this Association is short. It was organized by authority of the Board of Directors, following the meeting in Springfield, November 27, 1903. It is worthy of note that the Kansas and Indiana grain dealers' associations have also established their grain claims departments on the same lines. The co-operative farmers' association of this state have made arrangements with a collection bureau in Chicago for the purpose of attending to their claims, and this agreement is on the basis of 25 per cent of the amount collected.

The department secured the consent of Mr. Wm. R. Bach, state's attorney of McLean County, to act as attorney, and we are greatly indebted to him for his persistent efforts. It is worth a great deal to the grain dealers in the state to have an attorney who is not only thoroughly versed in legal matters but who at least has a strong conception of many of the problems of the country grain dealers, particularly as affecting the matters of claims against the railroads. Until recently, under the agreement perfected with the freight claim agents of Chicago, claims were limited to a minimum of \$3 per car, and the fee charged was 10 per cent of the amount collected, with a minimum of \$1.

Recently the Department was authorized to accept claims with a minimum of \$1 and a fee of 10 per cent, with a minimum of 50 cents, and the practical handling of claims was put in charge of our secretary, Mr. Strong. It is the purpose of the Board of Directors to have this fee just as low as is possible, and make the Department self-sustaining, and it is quite possible that the free use of the Department by the members of the Association would result in sufficient income to make even a lower fee possible.

Because of the great pressure of business in connection with his profession, Mr. Bach has found it simply impossible to devote the necessary time in following up each claim, and there has been more delay in the handling of claims than would otherwise be excusable.

Mr. Strong will have sufficient clerical help and systematize matters so that each claim will be followed up and brought to a prompt decision.

The Department is by no means perfect in its operation, and criticisms and suggestions from the members will be welcomed, and, wherever practicable, put into effect.

During the short life of this Department, 873 claims from 132 firms have been placed, and of this number 414 have been collected prior to the first of April, amounting to \$9,508.87, which shows an average claim of \$23.

Most of the claims of country grain dealers have to do with the shortage of weight, and in connection with this class of claims the procedure has become quite uniform, and in the majority of cases there is little trouble in the collection where proper proof is presented. There might properly be claims from other causes, including loss by failure to furnish cars, loss in the market due to unreasonable delay in transit, loss in condition of grain due to unreasonable delay in transit, loss in furnishing lumber and labor for car doors.

IN CONNECTION WITH CLAIMS FOR LOSS IN WEIGHT.—The law requires the carrier to correctly weigh the grain when loaded, and issue to the shipper a receipt or bill of lading for same, and provides as a penalty for neglecting or refusing to weigh grain that the carrier must accept the statement of the shipper or his agent for the amount of grain loaded. The carrier is also required to weigh and deliver at destination the full amount that was loaded, without any deduction for leakage or shrinkage or other loss in quantity, and must pay the shipper the full market value for any such loss. This is the basis for grain claims for loss in weight. As a matter of fact it is almost unknown for a carrier to weigh the grain loaded at a country elevator. The weight certified to by the grain shipper becomes the accepted weight loaded.

Common honesty compels the shipper to be scrupulously careful of the weight alleged to be loaded, and permit me to urge the importance of reliable hopper or automatic loading scales. It is manifestly difficult to prove loss where the loading weight is estimated by measuring the contents of the ear. Yet claims are occasionally made with no more evi-

dence of the weight loaded. It is also difficult to collect claims based upon weights derived from cumulating the weights of loads over wagon scales. These are open to the objection that it is possible for some of the grain not to find its way into the particular car.

There should be a very careful record kept of the weights and condition of each car loaded, and the Department proposes to at once have printed a large number of weigh tickets to be issued in duplicate, one to be kept for shipper's record and the other to go with the invoice. This weigh ticket embodies all the usual features, names the kind of scales, condition of car, seals, etc., and provides for the weigher's signature. Below is a form of affidavit which can be filled out later, if occasion requires. Having this complete record, the shipper has all the data for the affidavit at any indefinite time thereafter.

Frequently in contesting claims there is a demand for an affidavit of the weight at destination, and it is hoped that the Association can secure the consent of the weighing departments at the several markets to adopt a similar weigh ticket, and if impossible to secure a form providing for an affidavit, at least to have the terminal weight certificate state the name of the deputy performing the service and the statement that he is under bond and sworn to do his duty and makes the report of weight with full knowledge of his obligation under his oath and bond.

BILLS OF LADING.—While the carrier is legally required to write and issue the bill of lading, the practice is for the grain shipper to write his own bill of lading. There is too much carelessness in the making of the bill of lading. Inasmuch as shippers commonly make out the lading themselves, the remedy is entirely in their hands. Frequently bills of lading are in effect nothing but a receipt for the



S. W. STRONG, SECRETARY.

empty car, show no weight whatever, and occasionally omit to name the kind of grain the car contains. The bill of lading should show the actual weight, and in no case should cars be loaded in excess of 10 per cent over capacity. Where a car is overloaded, the shipper loses all standing in court or with claim agents for any loss that may accrue, and is liable for damage should any result.

In many markets there is a provision for the careful inspection and report of the physical condition of the car when unloaded. In many of these markets the inspection yards where the car is first delivered are many miles from the point of unloading, and after arrival and inspection the car may take a number of days for delivery to the elevator and pass over a belt or switching line. Such line will not receive the car if there are any exceptions taken to its physical condition. This frequently requires temporary repairs being made, of which the shipper has no record. There are also many cars leaking in transit that are temporarily repaired at division points, and the leakage concealed thereby. It is necessary in some way to secure evidence of the leakage of cars in transit and a report of any defects in physical condition. At present all this information is exclusively the railroads' and it is difficult to require them to give such evidence against themselves. A careful report of the physical condition of the equipment on its arrival at destination would be of vastly greater value than such report when the car is unloaded and would be well worth an extra charge for this purpose.

The law does not require the shipper to show any evidence of leakage or occasion for loss, but such evidence greatly simplifies the collection of claims of this nature and it is hoped that some measure looking to a complete report of this nature can be carried into effect.

The law seems to make illegal the present deduction of one-quarter of 1 per cent on corn and one-eighth of 1 per cent on oats where cars are in apparent good condition. The present allowance of this percentage is in the way of a concession more than the carrier's right.

Until recently in many markets there was an arbitrary dockage from the terminal weights. This

has lately been discontinued, but obviously there is in the minds of the railroad the belief that this is still in effect, though concealed. It is apparently an admission by the carriers that they are not properly safeguarding the outturn weights at destinations. The obligation is on the carrier to secure a true weight of the car at destination, and in so far as by their neglect to do so it is possible for false or erroneous weights to be given. They lose in their freight earnings, are subjected to false claims for loss, and are negatively parties to a rebate. Fortunately there has been so much voluntary improvement in the safeguarding of weights at the several terminals by the receivers in these markets that the weights are usually honest and accurate, but it is suggested that the railroads could well afford to go to some expense in the supervision of terminal weights.

In this convention you are asked to ratify a proposed amendment to the Constitution and By-Laws providing that \$1 of the annual dues of each member shall be set aside for the purposes of the Claim Department in the nature of legal counsel and defense. It is a prime requisite that this Department have the advantage of legal counsel. There are many just claims which should be collected even if suit becomes necessary. Where there is reasonable proof there will probably be little occasion for suits in the collection of claims for loss of grain, but there are many points in connection with claims of other character, which have not yet been settled. The grain dealers as a whole can well afford to have their Department sue on claims for loss due to failure to furnish cars, delay in transit, loss in the market due to delay in transit, and loss in condition due to delay in transit, for the purpose of establishing the general principles in order to make claims of this nature generally possible of collection hereafter.

Under the rules of the Department, as ordered by the Board of Directors, no member may enjoy the privilege of the use of the legal fund in the collection of claims unless he has given to the Department for collection all his claims for a period of not less than ninety days prior to the occasion of such claim. The reason for this provision is apparent. The Department can get the benefit of the small fees from the collection of the ordinary claims, to bring its revenues to the point where it can finance the suits where collection of claims is difficult. Inasmuch as every member is a contributor to the legal fund, naturally each should be in a position to avail himself of its benefits.

The Illinois Grain Dealers' Association is one of the strongest grain organizations in the country, but it would have long ceased to exist had it not always been infused with the spirit of co-operation. It has never been used to the selfish interest of any members. If the grain dealers as a whole patronize the Department liberally, the benefits must rebound to their betterment. None wants to be in the position of deriving an equal benefit from the increased facility with which claims can be collected, after certain principles become established, without patronizing the agency which is responsible.

In the hands of our efficient secretary, there is reason to believe that the handling of the details of each claim will be satisfactory, and the fee is so small that the individual dealer cannot afford to sacrifice the time necessary for the collection of his claims.

This Department is one of your institutions, and as such deserves your support, and I feel sure that the same spirit which has always prevailed in the Association will back up the Department and make it one of the liveliest wires that is serving your interest.

In comment on the report Mr. Shellabarger said that any one who would carefully read the report would find in it all that is necessary to establish and collect a claim. Along this line, he would suggest that one of the necessary papers accompanying a claim is a certificate of the condition of the car on arrival at the yards out. The railroads pay more promptly when that statement is on file than when it is not. Not all markets furnish such certificate. Chicago does not, mainly on account of the great expense, for it is useless to make the report on cars that have reached the inner yards and may have been repaired, but the cars must be seen earlier. He thought the shipper could well afford to pay the extra expense; say 25 cents per car at Chicago, 15 cents at Peoria, and so on. The proposition is now under consideration at Chicago.

In answer to a question, Secretary Strong said the arrangement relative to claims now in force with about twenty Illinois roads provides that when the car shows no leaks an allowance of one-fourth of 1 per cent on corn and one-eighth on small grain is allowed the carrier; where the car is in leaking condition, no allowance is permitted.

SCALE DEPARTMENT.

The report of the scale department was made by Clay Johnson, the scale expert and repair man of the Association, as follows (it took the regular course):

We started the Scale Inspection Department on the 10th of last October with a little apprehension; since then the apprehension has been removed. As you know, last winter was out of the ordinary on account of the severe cold weather; consequently, the

Scale Department was dormant during the months of January, February and March. So our work covers a period of only five months.

Results of Scale Inspection.

During this time we have tested a total of 273 scales, divided as follows: 166 wagon scales, 17 automatic scales, 5 dormant scales, 67 hopper scales, 8 railroad track scales and 8 flour scales. Of the 166 wagon scales tested 58 were correct, 108 incorrect; of the 108 incorrect scales, 71 were weighing heavy and 37 weighing light.

The average variation per 1,000 lbs. on wagon scales weighing heavy was 8 lbs.; the average variation per 1,000 lbs. on wagon scales weighing light was 3½ lbs.

Of the 67 hopper scales tested 33 were correct and 34 incorrect; of the 34 incorrect scales, 22 were weighing heavy and 12 weighing light. The average variation for 1,000 lbs. on hopper scales weighing heavy was 15 lbs.; the average variation for 1,000 lbs. on hopper scales weighing light was 11 lbs.

Of the 17 automatic scales tested 1 found 13 working and weighing correctly and 4 that needed repairs.

Of the 8 railroad track scales tested, 5 were correct and 3 incorrect.

The 5 dormant and 8 flour scales were all correct.

Out of the total of 273 scales tested, 33 were refitted and rebuilt throughout (6 of these with new foundations), and 40 repaired.

51 per cent of all scales tested were incorrect, the cause for this large per cent of incorrect scales being due principally to faulty construction and dull pivots.

The Principles of the Scale.

When Thaddeus Fairbanks made the first platform scale, he gave to the country one of its greatest inventions. Its value can hardly be estimated. The entire commercial business of the world is transacted over the scales. Every known manufactured article passes over a scale of some description during or after the process of manufacture. The scale is vastly different from any other machine. And very simple it is; nothing but a series of levers compounded in the simplest possible form; in other words, it is the law of gravity harnessed. Sir Isaac Newton discovered and named this law, and Thaddeus Fairbanks harnessed it. And the same harness that was used in the original platform scales by Thaddeus Fairbanks is used today in our latest model scales; and so far as the principle is concerned, it has never been successfully changed and never will be.

In order to get a fixed number of multiplications in a lever, the distances must be divided exactly; and to accomplish this, it is absolutely necessary to use a system of knife edges. We have scales without knife edges; for instance, the spring scale and the torsion balance. The spring scale is in general use but is not a dependable scale, as it varies with the changing temperature, and the strength of the springs also varies. As it is quite impossible to temper all springs alike, the torsion balance never came into general use, however, it is a sensitive little scale, being only practical in small capacities, such as a druggist would use. This scale works on a system of flat springs. The springs act as bearings only and have nothing to do with the weighing.

There have been quite a few men who have tried to get a substitute for knife edges, but their ideas have been exploded by the one little word "friction." The acme of perfection in the scale would be easy if it were not for friction. The manufacturer who makes a dependable and high-grade scale, goes as far as possible to eliminate friction, wherever it is liable to appear in the scale. At every bearing there is provision made to lessen friction as much as possible (that is, in the standard scales). The cheaper scales disregard this matter almost entirely. As the knife edges get dull and the bearings get cut, friction naturally increases. This is one of the reasons why your beam works sluggish when your scale gets dull.

I suppose there is less generally known about the technical part of scales than of any other piece of machinery made. I account for this from the fact that the levers are generally hidden from view, and it may be as well that they are.

Take a gasoline engine for instance. Everyone in the community knows how to operate it. When you ask them what they know about a scale, they will invariably say, "Nothing." It is a misfortune that a scale does not stop weighing when it becomes inaccurate, the same as does any other piece of machinery about the elevator. However, if this was the case, I would hate to obligate myself to make all the calls.

The scale plays a most important part in your business, and at the same time it is the most down-trodden and neglected piece of property used in the country. You think that just as long as the platform will carry the load, and the beam bobs up and down, it is all right. If you go to pay a bill, and your change is 10c short, you would register a "kick"; at the same time, you will continue to lose money hand over fist over an inaccurate scale and think little and do less about it. And in many cases, you think your scales are O. K. when they are not. For when you come to cleaning-up time at the end of the season, you have an unreasonable shrinkage, and you "kind of" take it for granted." But if your cash account did not balance, you would give it some attention.

You well know the first requirement of a scale is accuracy. To obtain this at all times, it is necessary for you to buy a reliable and dependable scale, install it properly, and take care of it properly after it is installed. If you neglect this, you will probably pay the bill. You see by my report that a large per cent of the scales are of faulty construction. Take

the steel frame scales, for instance, where all the holes are drilled, each part of it made so it will fit together properly; and in spite of it all, 30 per cent of these scales are put in wrong. It looks as if the man who uses good judgment and common sense in doing other work, loses it all when he comes to building a scale. The average carpenter, when he goes to build a scale, first puts the frame together, then proceeds to square it exactly, all of which amounts to nothing, as there are more important things than having the frame exactly square. First of all, it may become necessary to shift the frame in order in plumb your connections, as it is absolutely necessary that all connections and rods be plumb, and sometimes they will not hang plumb when the frame is square. As the levers are not always sealed exactly at stated lengths, the nose-irons on some are out or in further than on others; for this reason disregard the frame and plumb your connections.

This applies also to railroad track scales. The frame has nothing to do with the levers therein, but if you follow the measurements exactly as given in the blue prints, sometimes your connections between the extensions will be pulling or pushing, from the fact that these extensions are not always sealed exactly. 10' 8" or 9' 6", as the case may be. Then it is necessary to shift your frame in order to plumb the connections, and by failure to do this, you will be likely to get variations even in a new scale.

Regarding the construction of wagon scales, you should make the pit not less than three feet deep, and build a good, solid wall out of some kind of good, solid, substantial material, preferably concrete. And make the walls heavy enough to insure it will not bulge out or in. If bricks are used in the wall,



H. I. BALDWIN, TREASURER.

it should be at least 18 inches thick at ends, and the side walls 12 inches. If you use concrete in the walls, the end walls should be at least 12 inches thick and sides 10 inches. And, most important of all, after the scale is built, put a cover over it when possible. The steel frame scale is preferable to a wooden one, as it will last much longer when exposed to the weather than will a wood frame. It also makes a more rigid scale; consequently, it is more sensitive. I might say for your information that the average life of the steel frame, that is, (I mean the frame itself) where it is exposed to the weather, is about 12 to 15 years.

Time and time again it has been asked, what constitutes a fair test for different scales? This is largely a matter of opinion. It also depends upon the scale being tested. If a scale is properly constructed, in seal and not dull, 50 lbs. would be as fair a test as any, from the fact that it needs no test under these conditions. But to ascertain if these conditions do exist, it becomes necessary to use a larger weight. If 1,000 lbs. are used properly, it is a fair test for any scale excepting the larger hoppers and railroad track scales. In testing wagon scales, we put a 1,000 lb. on each corner. This is practically the same as 4,000 lbs. on the center of the scales. We also use weights in addition to a heavy load when it is possible to get one; in this way we usually get a test up to, or close to, the capacity. By using 1,000 lbs. on each corner, we are able to detect any variation, that might exist. Then by so using 1,000 lbs. it is by all means a fair test for a wagon scale or ordinary hopper scale.

There is only one way to know whether a scale is correct or not; that is by using test weights; rolling a load from one end of the wagon scale to the other, and such like, does not test your scale. For one corner or one end may be 10 lbs. heavy, and the other corner on same end may be 10 lbs. light. Then one lever would be transmitting too much weight, and the other not enough. This would have a neutralizing effect and show the scales correct, while it would really be in error. And I want to say there are plenty of fellows hauling grain who know where the heavy and light spots are. Even if they do not,

your scales should weigh uniformly on all parts of the platform. To test a scale correctly you must have weights that are correct. The weights we carry are of a pattern that have been approved by the United States Government as more desirable and dependable weights, on account of the way they are made and sealed, than weights that are sealed with a screw plug in the bottom or those which have a large hole in the bottom filled with lead. With either of the latter styles of weights it is possible for the seal to be changed without your knowledge. In either of the latter style weights the filling can be removed or replaced in smaller or larger quantities, and you have no way to know this until you have had the weights resealed. The weights that are shipped loose from place to place and from time to time have little chance to stay in seal. And if you want to do accurate work, you must have perfect weights. On one occasion, I found a city sealer's weights to be out 7 lbs. on 1,000 lbs.; on another occasion, a county surveyor's weights were out 8 lbs. on one ton; and this is a fair sample of the service you get from this source.

In testing hopper scales we test the scale empty; then load it to about the capacity, and use the weights in addition to the load. And if it shows a little tricky, we put in several different sized draughts, using the weights in addition to each draught. In this way, we generally are able to detect any existing error. However, there are times when the error goes undetected, from the fact that it is not always visible.

I have been asked the following question several times, and will take advantage of the opportunity to answer it here. The question is, will a scale multiply in error in proportion? To make the question plain—if a scale is 10 lbs. heavy on 1,000 lbs. will it be 50 lbs. heavy on 5,000 lbs.? My answer is absolutely, "no." In the first place, this will apply only to a scale in error by being out of seal. If the levers of your scale are an inflexible structure, free from both deflection and distortion, and if the scale as a whole are the same, then your scales, theoretically speaking, will obey certain defined physical laws and multiply in proportion to the load applied. But there are no scale levers that are free from either deflection or distortion, or both, when under a load. This being the case, it is unreasonable to suppose that a scale will multiply in proportion to the load applied.

You can hang a set of scale levers to a frame, and if they are not hindered they will hang plumb. But whenever you place a bearing plank with bearing feet attached on the knife edges, you will see that the levers will take a different position; and as you add weight, they will go a little farther in the same direction. Then as you add more weight, deflection appears; then the error in seal will not be in proportion to the load applied, but will vary in proportion to the consign of the angle which the lever makes with the horizontal plane. We will admit for the sake of the argument that if your levers were built so that there could be no deflection, it would be quite impossible to get a frame, bearing plank, etc., true enough to prevent distortion in the levers when loaded. And this would be quite as effective as deflection. If you take a pail of water in your hand and swing it in a semi-circle, it will be the heaviest when it reaches the lowest point of the circle which it describes. That is, it is heaviest when it is swinging directly under its support. The same will apply to a connection or levers in a scale. When it is not plumb below its support, you are destroying a certain per cent of its transmitting power; then with a lever twisted out of plumb the lever loses its true transmitting power.

Then there are conditions in the scale that will retard error, and other conditions that will accelerate it. This especially applies to a dull scale. To be weighing accurately the knife edge must have a fixed line of bearing, with a dull pivot. This line broken, the surface becomes irregular, as also does the place it cuts into the bearing steel that rests upon this knife edge. This being the case, with one certain load it may take more weight in front or beyond this certain line of bearing. In fact, on a certain weight, it may not show an error; but as you add additional weight, the bearing is subject to change, causing more weight to rest on one side or other of this fixed line. This naturally would reduce or increase the error, or possibly hold it at a certain stage. It is a well-known fact that a dull scale obeys no defined physical law except the law of variation. Then if a scale is heavy 10 lbs. on 1,000 lbs., it does not follow that it is 20 lbs. on 2,000 lbs. However, I will say that with dull scales it is different. They almost invariably weigh heavier, and consequently, multiply beyond proportion. Then from a theoretical standpoint, it would be possible (under certain conditions which never do exist) for a scale to multiply in error in proportion. From a practical standpoint, it is quite impossible.

There are scales that will show the same variation on the second, third, fourth or fifth thousand as it will on the first thousand. I recently tested a railroad track scale that showed 35 lbs. heavy on one ton of weights over all sections alike. Then with 80,000 lbs. and using the one ton of weights in addition to the load, it showed correct over all sections alike. Now, undoubtedly, the variation in the scale stopped long before the 40th ton was reached. As we had an absolute check on this scale by no less than a dozen hopper scales that we knew to be accurate, by this check it only showed it to be weighing 200 lbs. heavy on a 80,000 lb. load. I could cite you to a dozen other cases very much the same. So this proves very conclusively that there is no reason in the argument that scales will multiply in error in proportion to the load applied. If they did, I would not have to carry 1,000 lbs. of weights, as 50 lbs. would be plenty; for you could figure the error on a heavy load after having found what it was on 50 lbs.

One of the Trade Journals recently asked a promi-

nent grain dealer of the country what was the most important problem with the grain business in his locality. He answered there were many knotty problems, but he was constrained to believe the most important problem that confronted the grain shippers was the question of weight shortages in the terminal markets. Now, there must be a cause for this condition of affairs. I have been in a large number of Illinois elevators, and know about what kind of weighing facilities they have. There are good, bad and indifferent. But it is noticeable that where the shipper has good scales, good installation and a man doing the weighing with a little judgment, he has very little trouble with shortages, when he is shipping to a reliable market, excepting it be through a loss in transit. There are hopper scales in use which are absolutely unfit for weighing purposes. Some of them are setting upon stilts; some lie against walls; some have concrete on one side and cribbing on the other; and they are in all other imaginable shapes and forms. It is quite impossible for a man to adjust or regulate this class of scales to his own or anyone else's satisfaction, from the fact the owner is seriously handicapped as the scales are already installed and he has little chance to remedy it. You that have this kind of scales need not expect satisfactory weights in any market, as they will not weigh the same on any two draughts, or the same on any two days. The only salvation, with this class of scales, is to replace and rebuild them—and in many cases, this would necessitate building a new elevator. I do not mean to condemn the particular kind of scale you use, but rather the conditions under which you expect to get satisfactory results.

Now the question is, what has the country shipper done to solve this important problem? Some of you take the proper care of your scales, have them tested regularly, etc.; and there are others who never look after their weighing facilities; only "kick" if they have shortages.

Then what are you terminal markets doing to eliminate this shortage? Your verdict is final. The country shipper has to abide by your weights. This being the case, it is up to you to have scales that are absolutely reliable at all times. Then you should take every precaution possible to protect your customer, as well as yourself, provided you want to do the fair and square thing; and, as a matter of fact, you do. I suppose there are terminal markets whose weighing facilities are below the standard and are not properly cared for. At the same time, I can only vouch for the condition of the weighing facilities at one terminal market, and that terminal is Peoria. I have charge of the official scales used by the Peoria Board of Trade, and I know that they are O. K., and I also know that the Peoria Board of Trade has the best supervisor of the weights in the country, none excepted. You will find him on the "job" rain and shine, day and night. He is continually looking out for shippers' interests as well as his employers'. And I know they have as honest and efficient corps of deputy weightmasters as it is possible to get; and I want to say, if you have shortages in the Peoria market, you will find that this shortage takes place before the grain reaches the official scales at Peoria. The Peoria Board of Trade has demonstrated that they are willing to assume this additional cost in having their scales inspected and tested monthly, in order that they may protect you as well as themselves, and at the same time to have the satisfaction of knowing they are not giving or taking that which does not rightfully belong to them.

Now, then, there is a scale that causes the country shipper a world of trouble. One dealer said he was placed between the "Devil and the deep, blue sea by it." It is commonly known as the "pitless scale," or, rather, the "useless" scale. It is used principally by the farmers for the purpose of checking the scales used at the elevators by the grain men. This type of scales is liable to weigh any way after being used for a while (except the correct way), when it is weighing a bit heavy. The owner has lots of faith in his scale; but when it begins to weigh light, your weights are good enough. There was a little instance that happened last winter down in south central Illinois that I want to relate. There were two farmers. Both had the "pitless" scale. Smith had hay to sell and Jones had hay to buy. Smith's scales were weighing light, and he knew it. Jones, who had to buy, had scales that were weighing heavy, and he knew it. Smith suggested to Jones that they weigh the hay on his scales, and Jones thought they had best weigh on Smith's scales; so they finally compromised by taking the hay to the elevator and weighing on the standard scales that they both had a hidden faith in.

On these pitless scales, there are only 8 inches of depth in which to place all bearing and hang levers; and it is quite impossible to get a reliable and substantial lever and bearing without using more than 8 inches of depth in which to handle them. The splices they use on these scales resemble a "hoe handle," and are just about as substantial. The owners of these scales will tell you their scales are made by Standard Scale Companies. This is all very true. There are some standard companies that manufacture pitless scales, but at the same time, they sell pitless scales as a last resort. They do not make these scales because they are reliable, lasting and dependable, but rather to meet cheap competition; and possibly you have noticed that the standard companies making these scales do not put their name thereon. The manufacturer who specializes this type of scales recommends them for all purposes—to weigh gold upon them, if necessary. They also tell you they are made of as good materials and in workmanship as any standard scale. When they tell you this, they either do not know or they misrepresent the matter.

I am unable to see why the farmers will buy pitless scales, when a standard scale costs him but a trifle more, when with a standard scale he could

"talk back," while with a cheaper scale no one will recognize his weights.

Then comes the "last but not least," the automatic scale, the much used and much abused. The automatic scale is an improvement over the old style of hand scale and is being largely used as a loading scale by the grain dealers throughout the country, and is becoming more and more popular every day. This type of scale is here to stay. Then we should try and master it, rather than to condemn it. However, there are two parties who do condemn the automatic scale; the one who never used it and the one who has never given it a change after he had used it.

The automatic scale is no different from any other scale. It is no longer complicated, but on the other hand is a very simple and a reliable scale if properly installed and cared for. Some parties regard it as being too automatic. They think all they have to do is to push the weigher button and it does everything else. Some of these parties who weigh on automatic scales expect the scale to load the grain correctly and then seal the car. I was at an elevator last winter inspecting an automatic scale. I told the party in charge to tell me from the start how he operated the scale, so that I might know if he thoroughly understood it, and whether or not he was operating it correctly. "Well," he said, "I start to elevate my grain, and when I think it has got to the scale, I pull the string. He had the string tied to knock off the bar of the scale to operate the admission gate. I said to him, 'Then what do you do?' He said, 'When the car gets full, I stop elevating the grain.' I said, 'Don't you ever adjust the scale when starting to load?' 'No, I am not going to run up the steps every time I want to load a car.' It would not hardly be fair to condemn this particular automatic scale, because the weights were not satisfactory,



H. H. CORMAN, H. R. SAWYER.

as you can plainly see who was to blame in this case. And I have come across cases just as ridiculous as this one.

The most desirable place to install an automatic scale is on the working floor, under the bins. When this is not possible, you put it in the cupola. It is necessary that you build a receiving hopper above the scale with a capacity of at least three or four times that of the scale—the larger, the better. This hopper serves for a double purpose; to keep an even flow of grain into the scale and to prevent choking up which adjusting or testing scales. Now, then, if you are elevating 1,500 bushels per hour, and your scale has a capacity of 2,000 bushels per house, the hopper above the scale is always empty. Then the purpose of having the hopper above the scale to guarantee an even flow of grain has miscarried. With the automatic scale, you should at each draught fill the weigh-hopper full. Just so long as the bulk of the grain in the hopper does not interfere with the working of the admission gate, the shorter the column of grain in suspension the less is the liability to error.

Using an automatic scale is one way to eliminate a large percentage of shortages. If I were paying claims for railroads I would rather chance automatic weights than the average hopper weights. However, I would first want to know, for certain, three things: That it was installed properly; that it was in good repair and working order; and that the party in charge understood the scale thoroughly. After knowing this I would have no hesitancy in accepting their weights. The automatic scale can and should be inspected and tested the same as any other scale. In fact, if anything it is more important that they should be inspected regularly.

I want to say again that in order to get accurate weights at all times, buy standard scales, and the best; don't spare expense in installing them. Make the first cost the last cost; and it would be a good idea, when you buy a scale, to specify at time of purchase that the scale company furnish a competent man to superintend the erection. This small additional cost will be a good investment.

Don't put a good scale on a poor foundation.

Don't fail to cover your wagon scales, for they rust out rather than wear out.

Don't put a hopper scale in the top of the elevator; your house settles, causing all the levers to get out of level.

Don't buy cheap scales; they are expensive.

Don't try to put new pivots in your scales without the aid of a practical scale man, as you are more than likely than not to ruin it if you do.

Don't forget, if your scale is weighing ten pounds heavy on the load, that it will cost you the price of three scales in one year.

Standardize your weighing facilities with the best scales on the market.

Then don't fail to have them tested at least once a year; it is worth something to know you are right.

U. G. Sinclair in a special report on the same subject, recommended the continuance of the service, which he said his firm had found very satisfactory at their thirty houses.

THE MOISTURE TEST.

C. A. Russell of the Grain Standardization Laboratory at Decatur, operated a moisture tester in the lobby during the entire convention, with the help of an assistant, instructing all who wished information on the working of the device. The following paper was read by him as to the usefulness of the tester:

We advocate that the country shipper should buy corn on the basis of its intrinsic value. Grades are intended to represent values in corn. You sell by grade, and why not buy by grade?

We do not think it is justice to the progressive farmer to buy all corn as one grade, for you are compelled to exact a wider margin of profit on the good corn bought in order to equalize the discounts received on the poor class of corn.

We believe that paying a premium for good corn and discounting low-grade corn will make your business safer, more profitable, and encourage improved methods of farming.

You are handling a commodity subject to deterioration, but if the right principle is used in buying and classifying your purchases, you reduce your risks of depreciation in shipping and storing. Your profits will increase by reason of the more efficient methods of handling.

The country shipper, by reason of the important place he occupies in the grain trade, is in a position to determine the quality and condition of the corn marketed in his community. He is duty bound to work for the improvement of the commercial corn of this country, and his opportunities for influencing improved methods of handling, harvesting and storing corn should not be neglected.

The demand is for corn of better quality and condition, and farmers will also profit in proportion as they supply this demand by improving their methods of handling, harvesting and storing. Country shippers should study the methods of each individual farmer client and be ready to offer advice and suggestions toward more efficient methods.

Some of the factors which influence the condition and quality of corn:

LATE MATURING VARIETIES OF CORN.—In Illinois the bulk of the corn crop is usually planted in May and harvested in November—a period of time covering 150 days—and still it does not often mature in that time.

EARLY HARVESTING OF THE CORN CROP.—The average date for commencing the harvesting of the corn crop usually follows the first heavy frosts, despite the immaturity of the corn; and the date when harvesting is completed is not long after December 1. (This means corn is cribbed and goes to market containing excessive moisture.)

WINTER MARKETING.—In sections of Illinois where most of the corn is handled in the ear, marketing commences at the same time as harvesting. In other sections where most of the corn is handled shelled, delivery commences as soon as harvesting is over. Fifty per cent of the crop is usually delivered at country stations by the first of March; delivered during the season of snow and sleet, oftentimes while in a frozen condition.

STORING CORN ON THE FARM IN POORLY CONSTRUCTED OR TEMPORARY CRIBS.—Every community has its quota of poorly constructed cribs, with sunken and broken foundations; twisted out of shape until the contents catch the drip from the roof; leaky roofs or no roofs at all; never boarded up to keep the rain, hail, or sleet from reaching the corn. When the crop of corn is above an average in quantity the surplus is stored in rail or other temporary cribs and not often covered.

POORLY HUSKED CORN.—Most farmers find it necessary to secure help in husking their corn crop. This labor is paid for at so much per bushel, and the huskers are only interested in getting the corn out of the field. It means the work is poorly done and the corn goes into the crib or is delivered at an elevator, containing shucks, ears from replanted stalks, low places, down corn, rotten, sprouted, etc.

METHODS OF SHELLING ON THE FARM.—Corn is shelled at the crib on the farm by portable shellers and the farmer usually leaves in as much dirt, broken cobs, soft corn, rotten, sprouted, etc., as the country dealer will receive.

I have mentioned these matters pertaining to the harvesting, handling, and storing of corn because of their relation to the three factors which determine the grade or value of your corn—viz., moisture, damage, and dirt.

Moisture is the most important factor. It must be contended with for six or eight months each year after harvest. Its presence in corn is always a menace to safe handling and storing. You can

determine the exact percentage of this most*important factor by the use of the moisture tester. I will describe some of the routine work of using the moisture tester at a country station:

TESTING CAR SHIPMENTS.—After a car is loaded with corn you secure samples for testing by means of a grain "sampler" or "trier," such as is used by regular grain inspectors and samplers at the grading markets. It is a hollow metal tube with a wooden plunger. This is thrust down into the corn after the car is loaded and then the wooden plunger withdrawn. This allows the tube to fill with corn through the openings on the side. Pull out the tube and you have a sample of the corn in one section of the car. Make probes with this "sampler" in several different parts of the car and then mix the samples together thoroughly. You then have one composite sample which represents the average of your car of corn. The more probe samples you secure the better average sample you will have. The corn of this composite sample is what you use for testing. Testing is done according to instructions given in Circular No. 72, issued by the United States Department of Agriculture, which describes the method in detail, and any one can do the work by following the directions.

It is very important that you secure a representative sample of the car for testing, and if equal care in this respect is observed on your part and at the grading market you will have no cause for complaint as to the grade received on your shipments. The average of a car of corn governs, except in cases of plugged cars and cars in a heating condition.

In addition to making a moisture test you can analyze your samples for damaged and dirt, and thus determine the grade of the car of corn.

You will find the work of testing and analyzing corn samples very interesting, and the results will

a demand for the moisture test because of its practical value. Expressed opinions from shippers who are using the moisture tester are all in its favor. A trial will convince you of its merits.

Geo. W. Cole of Bushnell talked on the same subject. He advised the use of the machine without reservation: "It is one of my hobbies"; it is an indispensable part of the plant for running the business.

L. L. Harrison of Dwight said, "We are great on getting rid of the effects of 'moisture' at Dwight—we eliminate the excess." Continuing he said:

We are steadfast believers in the use of the moisture tester in grading the winter-shelled corn; and, although it has been fought almost to the finish by a majority of the country shippers, we predict that it is here to stay, and the sooner the country dealer submits to it, purchases a tester, and puts it to practical use in the winter, as he does his scale, the sooner he will see the inestimable value of the moisture tester in handling his corn.

The only sure way for a firm to succeed in business is to know as nearly as possible just what they are doing, and especially just what kind of goods they are handling. If the firm knows these things, they also know what they can pay for the goods and what they can sell them for. Therefore, if such a firm does not profit, it is their own fault. Every dealer present knows from experience that in the handling of winter shelled corn, with the various conditions of atmosphere we have to contend with in this country, no man can tell by the handling of the corn just how much moisture it contains. One hauler will tell you it is as dry as neighbor Jones's and his graded No. 3. Another hauler will tell you

besides handling; and in the end your customer never returns because he knows he stuck you and he is afraid you will try to get even with him if he does return.

At this moment you come to your right senses and find that it is still below zero and getting colder all the time.

Practically all this trouble can be eliminated by the use of the moisture tester in your own office, or, perhaps better, in your home drug store. Should there be more than one dealer in your town, get friendly enough with him to purchase a tester together, put it in a drug store and pay the clerk for doing your testing as a disinterested party. Take a sample from each load as it is dumped in the elevator, and when the corn is all in, take, or let the owner of the corn take, a glass jar of the samples you have from the loads and take it to the drug store to see it tested. The owner is satisfied that it is his corn that is being tested; he is satisfied after the test that his corn did not grade No. 3, although he thought it would when he left your office. He is disappointed because it did not grade No. 3, but he is satisfied that you could not help it and that you have treated him right in giving him a chance to see his own corn graded. You know that you have paid for No. 4 corn and not No. 3. You know what you can sell No. 4 corn for in the winter, and that there has been no guessing in the deal; consequently, the results are good all around. Don't you be fooled! The farmer knows today, almost as well as you do, what his corn will grade; and if you buy it to take it as it comes, he is going to watch you, because he knows you cannot pay for No. 4 corn a No. 3 price and do a straight business without some sort of speculation.

In summing up, we find by experience: The moisture test eliminates many losses; it satisfies most of your customers; it helps you to do an honest and upright business, as you are able to treat all your customers alike.

So, if it will do all of these things, what one thing can you find that is of more value to the country shipper than the moisture tester?

Communications were read by the secretary from the Cairo Commercial Club, the mayor of Cairo and the president of the Board of Trade of the city inviting the Association to meet in 1913 in that city, which is believed to handle more Illinois grown corn than any city in Illinois, Chicago alone excepted. As the constitution provides that the executive committee shall determine each year the place of holding the annual meeting, the communications were referred to that body. Members were, however, invited to give expression by letter or otherwise to their preferences in that respect.

AFFILIATION WITH NATIONAL.

At a meeting of the directors at Decatur on September 28, 1911, the question of continuing affiliation with the National Association was referred to this convention for action. The question being put before the house on that reference, A. G. Tyng moved that it be the sense of the Association that the affiliation now existing be continued as heretofore.

W. L. Shellabarger said that in view of the fact that E. M. Wayne of this Association is president of the National Association and that Mr. Baldwin is a director, he would not oppose the motion; but he desired to say that he did not think the affiliation worth while, as the National Association is one of receivers, not shippers; that the Association has come into Illinois to oppose and defeat measures in which this Association has been interested; that its influence without the backing of the dealers' associations and of the farmers is nil; and that next year, when in all probability these Illinois men will no longer be conspicuous in the National Association, he would then oppose continuance of such affiliation.

R. C. Baldwin recommended a resolution that a mail referendum vote on the question be taken. This was referred to the resolutions committee; and the affiliation approved to continue for one year.

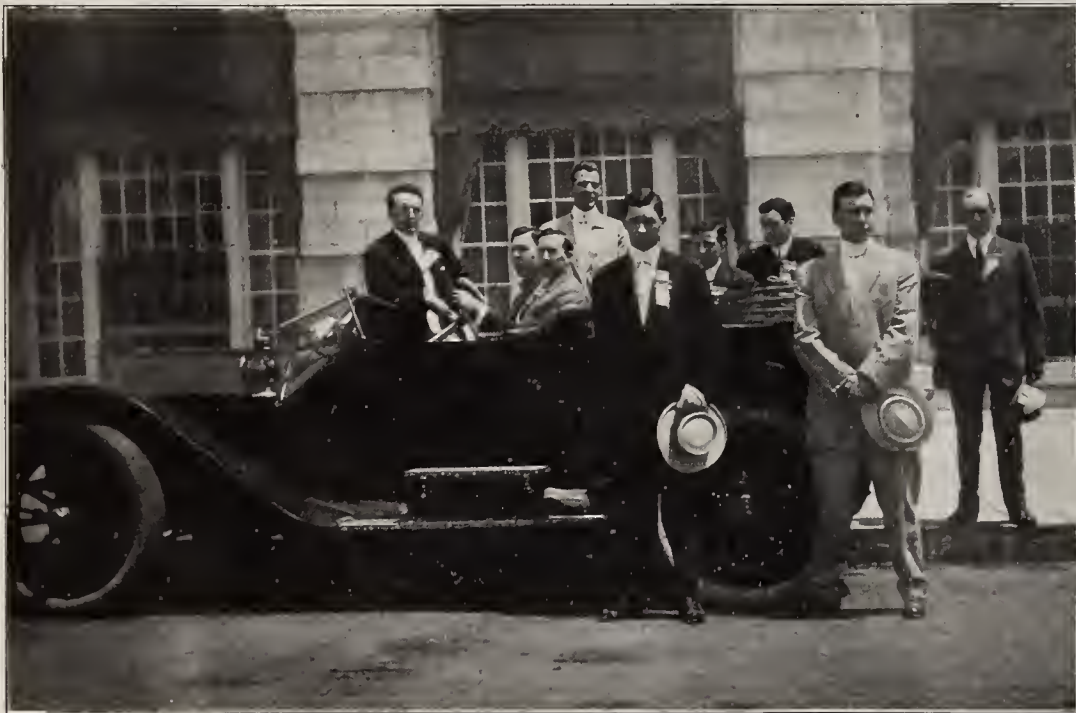
CONSTITUTION AND BY-LAWS.

W. L. Shellabarger, chairman of the committee to revise the Constitution and By-laws, reported that document as given below, and recommended its formal approval, the instrument to go into force and effect on the adjournment of this meeting. It was so ordered.

The document is as follows, containing Constitution, By-laws and Arbitration Rules:

Article I.—Name. This association shall be known as the Illinois Grain Dealers' Association; and is organized for the purpose of establishing rules to govern transactions in the grain business; and for mutual protection; and to foster a fraternal feeling among its members and the grain dealers of the state.

Article II.—Members. Reputable grain merchants, track-buyers, commission men and grain brokers



A PART OF THE ST. LOUIS DELEGATION.

suggest better methods of cleaning, loading, classifying, and conditioning the corn you ship.

All the complaints from grading markets in regard to the condition and quality of the corn can not be charged against the farmer's methods, for the methods of handling and storing at country stations have their effect on grades.

TESTING COUNTRY RECEIPTS.—In buying corn from farmers by grade you must keep in mind the percentages of moisture, damaged, and dirt allowed in the different grades by the grading rules of your customary markets. You can not buy on the basis of rules in effect at Chicago and then ship to a market exacting lower percentages.

You will find it is not necessary to test every load of corn as it is delivered to your elevator, as the condition of corn in each individual crib is generally very uniform during the winter months.

Always test the first few loads, for the corn from the top and sides of the crib is usually drier than in the center. Testing an occasional load from the balance of the crib is usually sufficient for your purpose. Some dealers prefer taking a sample from each wagon load and placing these in an air-tight container until the loads are all delivered, when the samples are all mixed together and one test is made on the lot. This method gives satisfactory results if care is taken in the selection and testing of samples.

When receiving ear corn, shell about one-half bushel of ears in the order of handling and test the shelled corn.

Keep separate bins in your elevator for the different grades. With the assistance of the moisture test you may sometimes be able to mix and condition shipments at a profit.

When you become proficient in testing the corn you buy and ship, other uses of practical value will suggest themselves.

Most of the country shippers who are using a tester recommend a six flask machine, in order to test several loads at once when receiving corn from several different cribs.

The idea of measuring the amount of water in corn as an aid in determining the value of corn first met with resistance, but is now giving way to

that they could hardly dig it loose in the cribs," and he would think it contained so much moisture that the only way you could dispose of it would be to ship it to Peoria and let them make whiskey out of it; and finally, and not least, and you will never forget it as long as you stay in the grain business, the owner of the corn will tell you it was drier than the corn he delivered to your competitor last year and that he could prove it by all the haulers, and that your competitor took it as No. 3, and never said a word; and if you don't do so this year, he will never sell you another bushel of grain; and that is not all, he is a very influential man in his neighborhood, and he will see that his neighbors will not sell you any more grain.

About this time, although the thermometer stands two degrees below zero it will register about ninety degrees above in your office, with the fire out, and still indications of getting warmer.

Now, Mr. Dealer, by this time, you have had the very good judgment of "forty-seven" people on this one batch of corn, and every one of them has told you the truth about it; for who is there in this intelligent audience will dare stand up and say that a farmer when selling you his corn—that a competitor when buying your customer's corn—that a broker when speculating on your full thousand bushels of corn—that a receiver when discounting your corn, especially if he bought it too high, or the market went down on him—yes, or that even a crop expert that is sent out by a large Chicago firm with full equipment and instructions before leaving the office to either kill or make the crop in ten or fifteen days—we say again, who of you would dare say that one of these men would not "tell the truth, the whole truth and nothing but the truth"?

Now, again, with the judgment of all these good men hanging over you as to the grade of this corn (which from some of them not even guesses), and with fear of the threats made against you and your business, and the thermometer rising rapidly, you decide at once to pay for No. 3 corn "just because." The corn goes to market, not guessed on according to grade, but tested by a machine that never lies, and the corn is wanting in dryness; discount, five cents per bushel. Loss, fifty dollars per thousand,

may become members of this association by making application to the secretary, providing that such application is approved by the board of directors.

Article III.—Officers.—Section 1. The officers of this association shall consist of a president, vice-president, secretary, treasurer and seven directors.

Sec. 2. The president and vice-president shall be ex-officio members of the board of directors, and the government and direction of this association shall be vested in the board of directors.

Sec. 3. Committees.—There shall be the following committees, to be appointed by the president and confirmed by the board of directors: An arbitration committee of three members; an executive committee of three members; a finance committee of three members; a legislative committee of three members; a resolution committee of three members; a claims committee of three members, and a scale committee of three members.

Sec. 4. The executive committee shall be appointed from the board of directors by the president, and the president and vice-president shall be ex-officio members of the executive committee.

Sec. 5. All members of committees shall hold their office for one year, or until their successors shall have been appointed and confirmed.

Article IV.—Annual meeting.—Section 1. This association shall hold an annual meeting on the first Tuesday in June of each year, at a place to be determined upon by the board of directors, and the secretary shall give thirty days' notice to the members of such annual meeting, designating the place and hour of meeting. Forty members shall constitute a quorum at any annual or special meeting.

Sec. 2.—Special meetings. Special meetings of the association may be called by a majority vote of the board of directors, and the secretary shall notify each member of the association in writing of the date, place and hour of any special meeting which may be called by the board of directors, ten days before the time of such special meeting.

Sec. 3.—Election by ballot. The president, vice-president and treasurer shall be elected for one year, and the directors shall be elected for two years, by ballot, at the regular annual meeting each year, and shall hold their office until their successor is regularly elected and qualified. In balloting for president, vice-president and treasurer, the candidate receiving the majority of votes cast shall be declared elected. In the election of directors (the three or four, as the case may be, who are to be elected those having the highest number of ballots shall be declared to be duly elected directors for the ensuing year. In all elections for president, vice-president, treasurer and directors the vote shall be by ballot, and only members in good standing shall be entitled to vote and only one vote for one membership.

Sec. 4.—Meetings of board of directors. The board of directors shall hold a meeting on the last day of the regular annual meeting of this association, and shall at said meeting elect a secretary for the ensuing year, and such secretary so elected shall hold said office of secretary until his successor is duly elected and qualified; and the board of directors shall fix the compensation to be paid the secretary, and may transact any other business of the association. Special meetings of the board of directors, shall be called by the secretary on written request of three directors and the president may call a meeting of the board when in his judgment same is needful.

Sec. 5.—Right to vote. Each membership shall be entitled to one vote; and only members in good standing shall be entitled to cast their ballot at any election of the association.

Sec. 6.—Election of officers. At the regular annual meeting in June, 1912, there shall be elected a president, vice-president, treasurer and three directors, and at the ensuing annual meeting a president, vice-president, treasurer and four directors, and to continue such alternating as to directors in succeeding years.

Sec. 7.—Amendments. This constitution may be amended at any annual meeting of the association, provided that the amendment has been approved by the committee on resolutions, or is adopted by a majority vote.

BY-LAWS.

Article I.—Section 1.—Duties of officers, president. It shall be the duty of the president to preside at all meetings of the association, and the executive committee, to appoint all committees, to have general supervision of the association, and he may from time to time as conditions may seem to require, appoint special committees to do or care for some certain matter; and such special committee, shall not be required to be confirmed by the board of directors. It shall also be the duty of the president to appoint at the regular annual meeting of the association in 1912, and at every regular annual meeting thereafter, the committees as provided for in Article III, Section 3 of the constitution.

Sec. 2.—Duty of vice-president. It shall be the duty of the vice-president, to aid and assist the president, and in the event of the absence or incapacity of the president, to discharge all the duties of the president.

Sec. 3.—Duty of secretary. It shall be the duty of the secretary to keep correct records of all the meetings of the association, and of all the business of the association; to collect fees and dues from members, and remit them to the treasurer; to attend the meetings of the arbitration committee, and prepare all cases ready for submission to the arbitration committee; to sign all orders on the treasurer; to issue all notices to the members and to attend generally to the correspondence and business of the association.

Sec. 4.—Duty of treasurer. It shall be the duty of the treasurer to receive all moneys due the association from the secretary or elsewhere, and to

pay them out only upon orders signed by the president and secretary.

Sec. 5.—Arbitration committee. It shall be the duty of the arbitration committee to arbitrate all cases which may be brought before them by the secretary and to report the result of their action to the secretary in writing.

Sec. 6.—Finance committee. It shall be the duty of the finance committee to audit the books and accounts of the secretary and treasurer, annually, five days before the regular annual meeting of the association, and to make a report in writing to the association as to their findings, and such duties as properly belong to said committee.

Sec. 7.—Executive committee. It shall be the duty of the executive committee to hear all cases of violation of the constitution and by-laws of the association and any charges of uncommercial conduct, and they may punish all violations or charges if proven as aforesaid by suspension or expulsion from the association, and they shall hear and decide any appeals which may be taken from the decisions of the arbitration committee. The executive committee shall make a written report to the association at each regular annual meeting.

Sec. 8.—Legislative committee. It shall be the duty of the legislative committee to keep informed of any legislation proposed or required affecting the grain trade, and take such action as may be necessary in the premises, and to make a written report at the annual meeting.

Sec. 9.—Resolution committee. It shall be the duty of the resolution committee to receive all resolutions offered at any time relative to the association or the grain trade, and to formulate them and present them to the association at its next regular annual meeting or any special meeting.

Sec. 10.—Claims committee. It shall be the duty

member shall file a complaint with the secretary, asking for an arbitration of the complaint, shall be entitled to a hearing before the arbitration committee, and it shall not be a sufficient excuse for the member against whom the complaint is made to offer as a reason for a refusal to arbitrate, that "there is nothing to arbitrate"; but it is the duty of every member, when an arbitration is asked to accept the offer and answer before the arbitration committee.

Article V.—Section 1.—Compensation of committees. The arbitration, finance and claims committees shall be allowed as compensation when called upon to act by the secretary \$3.00 per day for each member and necessary hotel and traveling expenses, which amount shall be paid from the treasury. All other committees may be paid their necessary expenses when so ordered by the president.

Article VI.—Section 1.—Claims department. The claims department shall consist of the claims committee, the secretary, who shall be the manager of the claims department and the attorney who shall have charge of all litigation concerning claims filed through the department and who shall also advise the officers of the association on legal matters.

Sec. 2. The fees of each claim collected shall be paid to the claims department fund of the association to maintain the running expenses of that department, provided that the minimum fee charged on any claim will be fifty cents. In all claims where suit is authorized by the claims committee, the same shall be filed by the attorney of the association and his fees shall be paid by the association out of the claims department fund. There shall annually be apportioned to the claims department fund from the annual dues the sum of one dollar



C. N. WARD, M. H. HURD, E. D. BARGER, W. B. SMITH.

of the claims committee to have complete charge of the claims department. It shall have power to employ counsel or prosecute meritorious claims. It shall pass upon all contested claims filed with the claims department before suit is commenced thereon; and shall make a written report at the annual meeting.

Sec. 11.—Scale committee. It shall be the duty of the scale committee to have complete charge of all matters pertaining to scales. It shall have power to employ a scale inspector and shall attend to all matters thereunto belonging.

Article II.—Section 1.—Membership fee and annual dues. The membership fee to become a member of the association shall be \$5.00 for each applicant, and shall in every case accompany the application for membership.

Sec. 2. The annual dues of each member shall be \$10.00 per year, payable annually in advance, and where members have more than one elevator or shipping station there shall be added to their annual dues \$1.00 for each additional elevator or shipping station or office.

Article III.—Section 1.—Arrears in dues. When any member shall become delinquent in the payment of dues for more than one year, the secretary shall report such delinquent member to the executive committee and said executive committee shall take such action as to them seems best in the premises.

Sec. 2. Any member who is more than one year in arrears for dues, shall be deemed not in good standing and shall not be entitled to vote at any election by ballot and may be by the executive committee suspended or dropped.

Sec. 3. No member of the association shall be dropped from membership, except by action of the executive committee.

Sec. 4. Any member in good standing as to the payment of dues and when there are no charges against him, may resign from membership on application to the secretary and the secretary is hereby authorized to grant such member release from his membership in the association.

Article IV.—Section 1.—Complaints. Any member of this association against whom another

per member until such time when the department becomes self sustaining. No suit shall be undertaken on any claim for any member unless he shall have been filing all of his claims through the claims department of the association for a period of at least ninety days prior to the commencement of any such suit.

Article VII.—Section 1.—Local divisions. Local divisions may be organized by the secretary where most convenient for the members to meet, and such local divisions shall have jurisdiction of all matters which are of an entirely local character.

Sec. 2. Local divisions shall be designated by name and may adopt their own constitution and by-laws, suitable to their local requirements and not conflicting with the state constitution and by-laws, and subject to the approval of the board of directors of the Illinois Grain Dealers' Association.

Sec. 3. Local divisions shall elect a president and secretary for one year, who shall hold their office until their successors are duly elected.

ARBITRATION RULES.

Article I.—Section 1. The committee on arbitration shall consist of three members. Its decisions shall be final, except as herein provided, and its jurisdiction shall cover all matters pertaining to the grain business. It shall consider all cases that may come before it in conformity with the rules herein prescribed therefor; its awards shall be just and equitable, in order that this method for the adjustment of differences may be acceptable to the trade in general, and thus tend to reduce friction, avoid litigation, prevent misunderstandings, and adjust unsatisfactory conditions.

Sec. 2. Before a case can be submitted to the committee both parties shall file with the secretary an agreement in writing acknowledged before a notary public, to abide by the award of the committee, and release the members of said committee from all responsibility for any errors in judgment that may occur in any respect whatsoever, and from the damage or loss resulting from their acts. The agreement shall be accompanied by the arbitration deposit fee of \$15.00.

Sec. 3. All cases coming under the jurisdiction

of the committee shall be filed, in writing, and all evidence pertaining thereto shall be submitted at the same time.

Sec. 4. Upon receipt of a complaint the secretary shall mail the member complained of a copy of the complaint.

Sec. 5. The member complained of shall have ten (10) days from the date of receipt of the complaint in which to file his answer.

Sec. 6. The awards of the committee, made in triplicate, shall be dated on the day they are made and copies of the said awards shall be mailed by the secretary to both parties to the arbitration as soon as received. The parties to the arbitration shall either file notice of appeal to the executive committee or comply with the terms of the committee's award within ten (10) days from the date of receipt thereof.

Sec. 7. Postal registry and express receipts shall be the means of determining the several periods of time specified in the sections of this article.

Sec. 8. The committee may elect to determine its awards, or otherwise dispose of the cases submitted to it, by either of the following four methods:

(a) By passing the papers from one to another by mail.

(b) By calling a meeting of the members of the committee.

(c) When the members of the committee cannot agree upon the terms of an award the chairman shall return all papers to the secretary with a signed statement of the fact and reasons.

(d) In case of a failure of the arbitration committee to agree in any case and the secretary so being notified he shall inform the president and they two shall elect a special committee of arbitration to hear and determine the case.

Sec. 9. The committee may not be called together more than once each calendar month, except by the consent of every member of the committee.

Sec. 10. The committee shall not act at a meeting thereof unless all members are present.

Sec. 11. The parties to an arbitration may appear before the committee or be represented by an attorney, with the understanding that they, said parties, shall pay whatever amounts, in addition to the regular deposits, as provided for in Section 1 of this Article, as shall be necessary to cover the additional expense of the committee; the amount of said additional expense to be determined and fixed by the committee. All evidence submitted in person shall be under oath, when required by the committee.

Sec. 12. The members of the committee shall receive for their services \$3.00 per diem for the time consumed in the consideration of cases submitted to them, and shall also receive the amount of their actual traveling and hotel expenses.

Sec. 13. Neglect or refusal to submit the subject matter of a controversy to arbitration or failure to comply with an award of the arbitration committee shall be deemed uncommercial conduct, and the penalty therefor shall be expulsion.

Sec. 14. In the event of the absence or disqualification of regular members of the committee, the president of the association shall fill the vacancy with any eligible member who will consent to serve, and the acts of the committee so formed shall be of the same effect as the acts of the regular committee.

Article II.—Section 1. In preparing cases for submission there will be required:

1. A concise and clear statement of the complainant and defense.

2. The contract or contracts, if any, including all documentary evidence, letters and telegrams, tending to establish the terms and conditions.

3. When the original papers concerning the case cannot be supplied, and copies are substituted, a statement should be made under oath that the original papers have been lost or are beyond the control of the party offering copies as evidence, and that the copies so offered are true copies.

Article III.—Section 1. In all cases, where the amount in dispute is \$15 or less, the Secretary shall assign such cases to one of the members of the Arbitration Committee, and he shall be sole arbiter in such cases, and shall decide the same and make award in same matter and form, as hereinbefore provided.

Sec. 2. Provided, however, that in all such cases the fee for arbitration to be deposited by each of the contestants shall be \$5.

A telegram was read recommending a resolution on public warehouses at Chicago, by Capt. I. P. Rumsey. It was referred to the committee.

Mr. Gurney of the C. & O. R. R. Co. invited all who intended to go to Norfolk to the meeting of the National Association in October to go via that road.

Adjourned to 9:30 of June 12.

FINAL SESSION—WEDNESDAY.

The final session began late, as is usual on the "morning after the night before," and the sergeant-at-arms had his own troubles in getting an audience for the first speaker, Mr. Goodman of Chicago, who opened the discussion on "Crop Reports." The chair made due apology to the speakers; but the latter explained that after some years' experience in attending conventions of the trade he appreciated the situation; and after paying a tribute to the character and achievements in a similar line of work as his own, to him whom he said is one of the most celebrated of all living

crop reporting experts, B. W. Snow of Chicago, Mr. Goodman said:

Crop reporting began when the most primitive of all occupations—grain dealing—had its birth. The buyer, to check the primordial disposition of the grain grower to exact the last shekel, went out at the harvest time to size up the extent of the supply. The system has been perfected in these latter days of competition to as an exact science as the ingenuity of the mind and wit can conceive of an approximation to actual results: the crop reporter, who has made the grain trade the best managed, the best conducted of all trading. From the moment the seed is planted to the output of the threshing machine, the crop reporter notes the development day by day; and some of the skeptical charge that even the nights have been utilized to secure crop information. It is maintained by some of the more sarcastic revilers of the ancient men who make up reports that they can ride through the country asleep in their comfortable berths and wire Chicago before the opening of the market of the number of bushels any given section will raise. Unconsciously this is tribute to the skill of the traveling expert; for if he did not approximate results, his opinion would not merit respect, or make him the target of the witticism of the trader who went home short to find that the overnight wire of the pestiferous expert meant a high opening.

Prior to crop reports of the kind that now flood the market places, the trade was content to operate from month to month on the Government report, with such aids as supply, demand and weather opinions furnished. The big days were those that followed the Government's estimate, and then a period of tranquillity until the next periodical report. As the domestic grain trade developed and the supply ceased to be in excess of home needs,

crop expert never loses sight of the prospective, even if he fails to reveal it to the public from day to day.

Much of the condemnation of the crop reports arises from the daily mass—or is it mess?—of stuff coming from all sections of the country, by all classes of men, few of whom are competent to give opinion, and fewer competent to rightly express the opinion they have in mind. It is the detached reports, the desultory, aimless rattle of crop musketry, that the public associates with the crop reports that upset the equilibrium of the trade and turns the pockets of the speculatively inclined inside out before they know what has happened. It is this feature of the business which brings reproach upon the honorable profession, and causes the average man to propose the crop reporters for admission to the Ananias Club.

I want your sympathy for the crop reporters; and in pleading their cause, I want to be frank in talking about one of the great abuses of the grain trade. Speculation is not harmful, unless one loses all the time. Speculation in all trades is the strength of the trade and of all business. It may be somewhat overdone in the grain business, because it is so easy to get into it, whether you are an actual grain trader or a rank outsider. The highly developed exchanges, primarily adapted for useful speculation, are equally as well adapted for useless speculation. The human desire to make money and to permit your friends or the public to make money, with incidental profit to oneself, has broadened the brokerage business and clientage of the exchanges. That the profits may be as constant as the expense is the cause of the overflooding of the markets with all kinds of reports. The bewilderment of information to the speculator is the bewilderment of the speculator. He cannot draw a distinction between Smith's wire that winter killing of wheat is something aw-



H. E. FRYMARK, H. E. HUGHES, L. B. WILSON, F. M. BAKER, M. L. VEON.

Liverpool, with its far better crop reporting equipment, ceased to influence our prices of wheat and corn. Crop reporting developed slowly but steadily to the importance it has assumed in the past five or ten years. The state reports which followed the Government were not originated by the grain trade, nor with the remotest idea of contributing thereto. It was the child of the land boomer, that artful, breezy chap who was the first fellow in the social development to free himself from the biblical injunction, "Earn thy bread by the sweat of thy brow." One of the first states to enter the crop reporting ranks was Illinois; and if the early fruits of the black prairie soil create credulity, or if any one tells you that comparatively the state yield is going backward by comparison with the early reports, remember in mercy, and withstay judgment, and give some credit to the land boomer who cared little for the price of the product but much for the yield of the land.

The grain trade took up the land boomer's crop reporting scheme and turned it to his advantage, and now when crops are poor, the land boomers join in the clamor for the suppression of crop reporters who are charged with destroying the prospect of sales. However, the trade is benefited, for there is never a day in the year that the actual situation is not clear to the thoughtful dealer or speculator; for supplementing the growing crop are the statistical reports of supplies and movements. There is no other line in which the foresight is as clear as in the grain business, and much of the credit belongs to the berated and much damned crop reporters of high and low degree. That people should go wrong in their trades in the speculative markets is beyond the understanding of the humblest of the crop reporters. People do go wrong and largely from fighting the information. I have heard crop reporters say that no man ever lost a dollar who followed them. Humorously inclined fellows retort that no man ever had enough money to play the crop expert continuously in order to find out if his is a winning game. The crop reporter being a philosophical fellow, noting the changes from day to day and varying conditions from section to section, may be a hard fellow to follow, and the one who follows is apt to lose all sense of the prospective in a desire for prospective profit; but the

ful and Jones' opinion that the snow covering of the winter wheat fields means a brilliant crop; so he acts on one or the other, just as he happens to be influenced by the respect he entertains for Smith or Jones. If he gets in wrong, he damns the expert, when probably neither Smith nor Jones is qualified to give either information or opinion. At the same time Coburn gives an optimistic report on Kansas' wonderful spring promise; and the average fellow, neither knowing nor being advised that Kansas goes to pieces nine out of ten years, gets in wrong. The same day it rains in Missouri, and the crop promise on Brown's wire is immense. Black puts out a wire from Nebraska that "it is as dry as bone, and the dust storm is something frightful; the crop in this state is lost if this thing keeps up much longer." White scatters broadcast a message that acreage will be reduced in North Dakota; the traveling expert who had flitted in two days from Ohio, where the prospect was bad, wires from Waco, Texas, that the state is good for 25,000,000 bushels. The market goes up a cent, down a cent and a half, and rebounds two cents, because Zero has discovered green bugs working in Oklahoma; and the poor devil of a crop expert gets the blame for it all. Can you beat it? Did any one ever beat such a market for three consecutive days?

The man who in the distracting confusion of contradictory information maintains a calm view of the situation ignores the bulk of the messages, because of their local character, and gathers the main facts into a connected form; the man who does this has respect for the crop reporter. The function of the crop report is to give a complete view of the situation in a given section or in the country as a whole. It is necessary to maintain as constant a panorama of the shifting condition of the country as possible. The report of one week should not be derided when the report of the next week changes the outlook. The frequency of crop reports enables the sensible man in the trade to have almost a perfect idea of the state of growing crops. Anything in the direction of accurate reporting is to be encouraged. The trouble with the trade, the speculative part of it, at least, is an inability to grasp details, to harmonize essential facts. There is no reason why any man should go wrong in the ultimate market, with the excellent information as to crop

prospects which are distributed gratuitously by national, state and private reporting bureaus, provided he keeps in view the general conditions of the consuming end of the business and has a conception of what constitutes a fair price under all known conditions. A short crop prospect should not carry with it the idea that the ultimate price of the crop year is to be made and paid to the fellow at the threshing machine. High prices of a crop in the ordinary course of events are to be expected when the supply is nearing exhaustion. The crop expert cannot furnish you this information; the crop reports cannot advise you as to the probable price; but they can and do advise as to whether the outturn is going to be large or small, beyond, at or under consumptive requirements.

Just here I venture to draw a distinction between the crop expert and the crop report. The expert is employed by a brokerage house to travel up and down the country, to wire his impressions every night of what he has seen, and thus becomes one of the fuel bearers who keep the speculative fire going as continuously as the sacred flame in the ancient temples. He is usually a dignified, elderly gentleman, who can squint his eye over a field of anything that grows grain and give an offhand opinion of how many bushels each acre will yield. If he is in good mental condition he will add to his message something of the following: "If this state is like that which I have seen today, it will give 30,000,000 bushels wheat." The next night, having spent a day in a less goodly region, he wires: "I reduce my estimate for this state from 30,000,000 to 25,000,000." Probably having spent three or four days in a state, he is ready to enter the adjoining

Michigan, Illinois, Kentucky, Missouri, Iowa, Oklahoma, which embrace the best corn section, the heart of the oat region and a fairly large winter wheat acreage. The private reports which follow, or appear at the same time as the state issues, supply the mission regions, and by the time the official Government review is published the trade is prepared for its exhibit.

While the monthly reports are most excellent in correcting and steadying trade opinions and price currents, they lack much of bringing to the trade an ideal crop reporting system. Of all the states Iowa is the only one which gives a weekly summary, which other states should copy. The weekly report is not devoted to condition in expressed figures, but to a complete review of the climatic changes of the week and the effect upon the growing crops, so that the slightest departure from the normal growth or development can be deduced from the terse review. There is an added strength to this weekly report in the publication of the summary of situation by counties, so that those interested can locate the variations from normal. This report is the joint work of the State Board of Agriculture and the Weather Bureau of the National government, under the direction of Dr. Chappell. If similar bureaus were established in other agricultural states the farming and business interests would be immeasurably helped; the grain trade in particular would be subject to less disturbance. There would be a closer approximation to the actual prospect than by the monthly reports.

In a small measure the Weather Bureau covers this weekly ground with its crop report, but it is unsatisfactory, with its brief statement of favorable

made as of the close of the month, dating from the 25th to the time of issuance. The Government, covering a wider territory, insures against the unexpected; it employs field agents who make personal investigations of the same kind as the traveling expert. These field agents leave their localities from the third to the fifth of the succeeding month, reaching Washington in time to review the mail reports and the special report of the resident state agent of the Department. The condition is adjusted up to the time the field agent left the state, if any adjustment is needed; thus the Government Report often surprises the trade with a condition that developed after the correspondents had mailed their returns.

There can be little or no improvement in the condition figures of our official reports. Variations of a slight character arise from different correspondents. I find in heavy grain counties, where I interrogate from six to ten men who have intimate knowledge of farm conditions, that no two agree on exact figures, though agreeing in the direction of good or bad, whichever may be the local condition. The minds of two or more men do not focus the same on any material object, and it requires weight or measurement to bring them into accord.

The inexactness of the Crop Report is in the acreage, and consequently the yield on the final harvest. The correspondents report the initial acreage on a percentage basis compared with the previous year, and that furnishes rather a wide range. None of the states, with the exception of Nebraska, Kansas and Oklahoma, give exact or nearly exact acreage; these three named give the assessors' returns, which the trade accepts as more or less correct; but as we have long since learned in Illinois, assessors' returns are woefully wrong. The national Government ignores the state assessors and projects the annual percentage estimate, which in the course of a few years gets badly out of line. The census report for 1909 crop showed the Agricultural Department to have been 10,500,000 acres too high in corn, 2,500,000 more acres in wheat, and 2,000,000 acres too low in oats. Inasmuch as it meant 300,000,000 bushels of corn and 50,000,000 bushels of wheat out of the way, the variation was responsible for a great deal of loss to the trade which had based transactions upon supply and demand. The excessive figures had created a false impression about the income of the farming community through the country-wide discussion of the high cost of living. Incidentally, it is curious to note that the country has not yet had its attention brought to the revision of production, and the discussion of the cost of living still proceeds on the old production figures, ignoring the fact that in ten years the population of the country increased 21 per cent and tillable land 4 per cent, with the cereal production practically unchanged.

In the future the trade will be given a five-year adjustment, as the agricultural census will be taken at such periods; the next crop to be officially counted will be that of 1914. In the five-year period, the variation on acreage will not be so large. Then, in addition, the limit of arable land in the agricultural states has been reached, and this will have a tendency to check excessive acreage figures.

Mr. Snow when called upon by the chair said he had not expected to talk; and after listening to the able and pleasing paper of Mr. Goodman, whom we "recognize as one of the ablest men of the guild of experts," I do not find it necessary to go into details as to their methods. There are, however, a few fundamental things to be taken into consideration in considering the matter of crop reporting. There is not line of business in these days that is not measurably dependent for its success on a foreknowledge of agricultural results. Every successful business is planned in advance, and necessarily so; manufacturers look ahead in planning their purchases of materials and seek to anticipate the future demand by limiting or enlarging their output; to be successful they must know in advance, so far as it can be known, what will be the probable demand, the buying power of the farmer. The railroad man anticipates the harvest calls for transportation, the wholesaler and jobber and retailer for goods, and so on. So that a foreknowledge of the crop returns is absolutely essential to a successful prosecution of all business enterprises. It was for this reason that as early as 1862 the Government instituted the Bureau of Statistics that makes up a regular Crop Report today.

There is, of course, a prejudice against the "crop expert," he said. But you gentlemen ought to be able to distinguish between what is and what is not a crop report. The miscellaneous rumor quoted from day to day on 'change is not "crop work," but originates with the men who hope by it to influence the market from day to day or hour to hour. The men who make crop estimating a profession proceed in exactly the same way that the Government's agents for the same purpose do, in a scientific way; and they should not be held responsible for this daily flood of rumor, etc. What they are after is the broad view that makes an intelligent and reliable estimate of the entire crop, not a



THE CHALMERS-6 AND TOLEDO BIG FOUR.

one, unless some trouble has broken out in another section of the country, when he is ordered to go into the region that will yield the best results at the office. At the end of the season the traveling expert retires to comfortable rest, having saved his salary and kept out of trade.

The special expert only hikes out when trouble breaks loose in some state or region. The information can be gotten more speedily from local sources by mail or wire, but the opinion of the expert is desired because it brings more business. The trade is to be congratulated that the experts are men of good judgment, and their opinions, while differing slightly, in the main are in agreement.

Both the traveling expert and the special contribute to the sum of the trade's information, and are highly useful that they prepare the way for the crop reports of the state and Nation. Every season illustrates the important part the experts play in the dissemination of proper information and adjustment of markets. We have had two great incidents this year. The winter killing in the Central States was fully covered by the experts before the state reports; the damage to western Kansas and Nebraska ten days ago was clearly brought out by these gentlemen. They may be derided and made the sport of the jocularly inclined, but they do command our respect, and they do contribute to the advisement of the trade at climatic periods.

The crop expert is valuable in preparing the way for the Crop Report; this, after all, is the great thing—the culmination of the gossip and the opinion. It fixes for a definite period the actual situation over a large section or over the grain belt as a whole. The state reports, confined to territorial area, give a perfect view of the condition, usually at the end of the month; they precede by a week or ten days the National government's magnificent revelation of country-wide possibilities. The private crop report, of which there are half a dozen of merit, covers larger areas and the most pretentious report on the whole country. All of the reports have their value to the trade; the state showing, in as far as it goes, furnishes a fairly good index of climatic effects, which are generally more than state wide, and, where there is no adjoining state report, helps to supply the missing data.

When these monthly publications are assembled, around the first day of the opening month, we have a pretty fair idea of conditions; for they cover Ohio,

or unfavorable growing conditions. The weather department is so thoroughly organized that with a little help from the outside it could furnish a country-wide application of the Iowa system. The efforts of private firms to supply the deficiency in adequate information between the monthly reports does not have the effect of a disinterested report. I have no reflection to make upon the private crop reports. The best men in the service are to be found in the employ of private houses, which, being able to realize upon the ability expended, pay three to four times the compensation for the service by state or National governments; but the fact remains that while these gentlemen are giving the results of their investigation and information fully and honestly, the lurking suspicion, even open statement, prevails that these reports are colored for trade purposes. This is the natural result of the mind thinking along selfish lines. The private report may err, and sometimes very badly, but it is not intentional, and often arises from rapid changes that occur in a day or two. I recall several such instances in my own work. Several years since, the corn crop in the Southwest began to burn under the blazing sun. My reports from the three affected states, received from over 500 correspondents, showed a loss average of 25 points, making a net loss over the country of five points. I did not doubt the honesty of my correspondents. I did think that some of them were unduly alarmed. I cut the loss 40 per cent, and made a country condition two points higher than the actual. The Government Report was exactly on the condition which the correspondents had reported. Last summer I was unwilling to give full credit to the devastation in the Dakotas, not doubting the truth of the statements, but reasoning that the Government would not show such an alarming decline. Had I retained the average given by some 360 correspondents, my report would have shown under the Government instead of six points higher. Since then I have accepted the reports on their face value, even at the expense of being derided, but in most instances of great damage I find confirmation in the official Government figures.

Often the private crop reports and those of the state show higher or lower averages than the Government, more especially higher, for damage is more rapid than improvement in grain as in human life. The reports of all the various agencies are usually

guess at the local conditions. Local conditions are but the drops that in the aggregate make up a total. They may affect trade for the moment, but in fact are but a minute fragment of that great mass of information on which the trained crop expert bases an estimate of an entire crop.

Another thing: the expert's figures are not statistics—they never claim that—only a tabulation of a vast number of guesses as to local conditions by men who are competent to work out of these minute factors the probable whole. All men are not competent to make up a general estimate even with all the data available. Now if the men who are interested in anticipating the final total of the crop will only neglect absolutely all local reports for the time being and wait for the experts to assemble them to a whole that final result will be available in ample time to use in any business campaign in which real knowledge is a potential factor.

H. I. Baldwin of Decatur added the following contribution to the general topic:

Never to my knowledge have money, time and talent been spent so freely by the agricultural departments of the United States and of the individual states, by trade organizations, and by private concerns to obtain the very latest and most reliable information from time to time as to the growing condition and final yield of our staple products. In fact, almost everybody in the grain trade is vitally interested in learning what happens to our growing crops and learning it quick. Is it any wonder then that in their eagerness to furnish this information the newspapers and other venders of grain gossip are not as careful regarding the reliability of same as they should be? And how often we hear of crop liars, crop killers, and of untruths published to influence the course of the market!

I have the pleasure of the acquaintance of several of the gentlemen who make a business of traveling the grain belt from year to year in order to make a study of and report crop conditions; and in the main I believe that reports published over their signatures are reliable; but mixed with such reports we get so much from unknown sources, and, then, too, the work of the state and United States departments has been open to so much criticism, that we hardly know where we are, and are inclined to discredit all reports.

We all of us are seeking for some inside information to guide us in our dealings,—something like the rebates some of us used to get from the railroads. Now, we all seem to be on a flat footing with equal rates of freight. Would it not be an ideal condition if both the United States Department of Agriculture and the different states were to work in harmony in making their reports, assisted by the different organizations in the grain trade, with the end in view of giving us reliable information at frequent intervals that all could rely upon?

And in the meantime, should we not give our best efforts to answer carefully and intelligently the inquiries we receive from the Secretary of the best grain dealers' organization in the world—the Illinois?

A. M. Kirby of Latham said there was little for him to add after the addresses of two such distinguished experts as Messrs. Goodman and Snow, but he felt that the reports sent in to the Government by farmers were presumably adequate only by law of average; some are crop killers and some are crop boomers, and the Report may represent a fair average. He felt therefore that as the dealers would be naturally more disinterested as handlers than as growers, the best crop report could be made up from reports made by the officers of associations. They have all the machinery for collecting the information if the dealers will only reply to the enquiry blanks sent out by the Secretary. It seems, from last Association report, 460 circular enquiries were mailed to owners of over 1,000 elevators; yet out of that number only 167 dealers, representing 300 elevators, made any reply. He thought this far from a creditable showing for the dealers.

BANKING REFORM.

The chair introduced Hon. Robert W. Bonyng, a former member of Congress from Colorado and a member of the National Monetary Commission which formulated the so-called Aldrich Bill—so named only because he was chairman of the Senate finance committee at the time the bill was reported and not because it represented his ideas or was drawn by him, for in fact it is the unanimous report of the Commission after two years of investigation and study of the American people's banking needs. Mr. Bonyng opened with a pointed reference to the fact that no men are more interested in a sound banking system and a flexible system of banking credits than grain dealers, for without bank-

ing credits of practically unlimited range it would not be possible to market the crops of this country. Representing the National Citizens' League, his purpose was not specially to argue the cause of the "Aldrich Bill" but only to plead the cause of banking reform with that bill as a basis. If it can be improved, the League and all others interested in banking reform rather than the triumph of personal ideas are ready to abandon the bill for something better.

ELECTION OF OFFICERS.

The committee on nominations, by Mr. Cummings, made a report recommending the election of the following officers for the ensuing year:

Lee G. Metcalf of Illiopolis, president.
S. C. Taylor of Kankakee, vice-president.
H. I. Baldwin of Decatur, treasurer.
W. L. Shellabarger of Decatur, G. W. Cole of Bushnell and R. J. Railsbach of Hopedale, directors.

The Secretary put the motion to adopt the report and to declare the nominees duly elected; and the motion was carried unanimously.

CROP IMPROVEMENTS.

Owing to the lateness of the hour, Bert Ball begged leave to postpone his address on the Crop Improvement Committee's work until the party met on board the excursion steamer in the afternoon, when the

right and justice, that the price of corn be graduated as per the amount of dry matter; therefore be it

Resolved, That we firmly assert and demand from the members of exchanges a compliance with our just rights; and that corn be bought according to the percentage of dry matter therein contained, on a graduated percentage; and that the practice of exacting from the farmer through the shipper wholesale and bulk discounts, be relegated to the dark ages of elevator allowances, rebates and other uniform methods.

WEIGHT CERTIFICATES.

Resolved, That no official certificate of weight be issued in any market unless such market has supervision of scales where grain is unloaded and has free access to such scales at all reasonable hours.

PATRONIZING THE ASSOCIATION'S DEPARTMENTS.

Whereas, The Illinois Grain Dealers' Association has inaugurated a Scale Testing Department, a Claims Department and duly appointed an Arbitration Committee; therefore, be it

Resolved, That we urge on each and every member of the Association to avail themselves of the use of the Scale Testing Department, believing that it will be to their advantage, when by so doing they will not only be assured of the fact that their scales are accurate and that they will be paying for no more grain than they receive, and in selling grain that they will have positive information as to what amount of grain is loaded, all of which work will be done by the Scale Department, at a very low cost.

Resolved, That we urge on our members to avail themselves of the privilege of having all claims for losses, shortages, etc., against the railroad companies handled by the Claim Department, believing that our Claim Department is so equipped that it will be enabled to collect many claims which ship-



ERICH PICKER, J. A. CONNOR, R. F. SCOTT.

topic could be taken up informally and treated more intimately, and the chair so ordered.

CAR SERVICE.

E. M. Wayne of Delavan said he found on enquiry that there is no present complaint of car service, but as a general proposition there is, and it is not confined to any one line of business, like grain. As all lines are similarly affected, any action on reform should be co-operative and proceed from all interests alike. The proposition is that the roads should be required to render the service for which they are constituted: supply cars in sufficient number and condition to meet the demands of trade. The excuse that the expenses of operation, of replacing old and placing new equipment is very great should be met by the proposition that the public contribute thereto as is right and proper through higher rates. That is to say, a physical valuation of railroad properties should be made and on the basis thereof, if it is shown that the roads are not charging enough to remunerate them, the rates should be raised, but not until such valuation is made. In return therefor the law should provide for reciprocal demurrage and a minimum distance for daily movement of loaded cars. In line with this idea he presented a series of resolutions, which were referred to the directory for further action.

RESOLUTIONS.

The committee on resolutions reported the following resolutions, which on motion were adopted:

SCHEDULES A AND B.

Whereas, The President in his address recommended that dealers give special attention to Schedules A and B as published by the Federation of Grain Dealers' Associations; and,
Whereas, There is an increasing demand, based on

pers through lack of knowledge are now collecting.

Resolved, That we urge on the members of our Association that any and all questions of dispute between the seller and the buyer shall be submitted to the Arbitration Committee rather than placed in the hands of an attorney for collection, believing that arbitration is the proper method of adjusting differences rather than the courts.

Resolved, That we urge on each and every member of this Association the necessity of installing suitable scales for the weighing of grain as loaded in the cars, believing that large sums are lost annually as a result of the shipper not being advised of the exact contents of the cars so loaded.

AS TO NEW MEMBERS.

Whereas, The Illinois Grain Dealers' Association is organized for the purpose of establishing rules to govern transactions in the grain business, and for mutual protection and to foster a fraternal feeling among its members and the grain dealers of the state; and

Whereas, Many reputable grain dealers are not now members of this Association; therefore, be it

Resolved, That we urge the members of this Association to co-operate with the Secretary in securing as new members any and all reputable grain men, believing that they should affiliate with our Association and assist in carrying out the objects of the Association as well as serving such benefits as would naturally accrue to them.

THANKS TO PEORIA BOARD OF TRADE.

Resolved, That we extend a vote of thanks to the members of the Peoria Board of Trade and their ladies for the many courtesies extended to the members of the Illinois Grain Dealers' Association, their wives and lady friends.

THANKS TO OFFICERS.

Resolved, That a vote of thanks be extended to our esteemed President and worthy Secretary for the splendid manner in which the affairs of the Association have been handled during the past year.

STANDARDIZATION OF GRAIN.

Whereas, We are advised that the Secretary of Agriculture, through the Bureau of Plant Industry, is investigating the matter of establishing standards for grades of grain;

Resolved, That we heartily endorse this investigation, and recommend that the investigation be con-

tinued until such times as the Secretary is satisfied to recommend these standards; and we pledge ourselves to use our best endeavors to have these standards adopted by the various grain inspection departments throughout the country as soon as promulgated by the Secretary.

CERTIFICATE OF CAR CONDITION.

Whereas, Many of our markets furnish the shipper with a certificate of car conditions in addition to the regular certificates of weight and inspection; and,

Whereas, It is a well-established fact that in filing claims the addition of a certificate of the physical condition of the car is invaluable in fully establishing the validity of the claim; therefore, be it

Resolved, That the Secretary of this Association is hereby directed to correspond with those markets not now furnishing certificates of condition and endeavor to secure the enactment of a rule which will result in that market furnishing the shipper with a certificate showing the physical condition of the car.

REQUEST TO AMEND BALTIMORE RULES.

Whereas, In the grading of corn in Baltimore the terms "mixed or steamer corn" does not carry any definite standard of grade; therefore, be it

Resolved, That we request the Baltimore Chamber of Commerce to so amend their rules as to do away with the dual system of grading and bidding, and that there will be a fixed uniform standard of grades corresponding with other markets; and, be it further

Resolved, That a copy of these resolutions be furnished the secretaries of the several grain dealers' associations and also to the secretary of the Baltimore Chamber of Commerce.

RULE 7, NATIONAL TRADE RULES.

Whereas, Rule No. 7 of the Trade Rules of the Grain Dealers' National Association, revised October 12th, 1910, is unfair and oppressive to the country shipper, in the second paragraph, in that it allows the buyer the option to buy in, cancel or to notify the shipper, etc.; and

Whereas, The rule as followed by most of the buyers is inequitable, as the rule does not require the buyer to act but permits him to do so if he so wishes; and,

Whereas, A very large part of the differences between seller and buyer grow out of the application of this rule; and,

Whereas, The Committee on Trade Rules of the Grain Dealers' National Association were petitioned before the last annual convention of that Association, held in Omaha last year; and,

Whereas, No action was taken by said Committee, nor was any attention given the subject, by that Association during the Convention; now, therefore, be it,

Resolved, That the Committee on Trade Rules of the Grain Dealers' National Association be requested to prepare and submit to that Association, at its next annual convention, a revised rule which shall make it mandatory upon the buyer to buy in or cancel contracts, forty-eight hours after their expiration, or the contract may be extended by and with the seller's consent.

"THREE OR BETTER."

Whereas, At the eighteenth annual convention of this Association a resolution was adopted, expressing the disapproval of the practice, universal, of bidding for "or better" grades of grain; and,

Whereas, By rule, effective November 20th, 1911, the Chicago Board of Trade discontinued such practice; and,

Whereas, There are many markets which still follow the condemned methods of bidding, which is unfair and inequitable to the country shipper; therefore, be it,

Resolved, By the Illinois Grain Dealers' Association, at its nineteenth annual convention, that we again reaffirm our disapproval of such method, and emphatically demand of all those markets where such practice is still in effect that the same shall be discontinued; and we call upon those said markets to take immediate action upon this resolution.

Resolved, Further, that we recommend that the President of this Association to appoint a committee to take charge of this matter, and that such committee so appointed shall visit the various markets which bid for grain in Illinois and confer with such markets, and endeavor to have such practices discontinued, if the President so directs.

PUBLIC ELEVATORS AT CHICAGO.

Whereas, A condition seems possible of existence in the Chicago grain market which may interfere with and hamper the handling of grain in all or some of its phases; and

Whereas, This Association is not at the present moment sufficiently advised as to the merits of the question under discussion to request, recommend or advise any definite action; therefore, be it

Resolved, That the Illinois Grain Dealers' Association, in session at Peoria, June 12, 1912, offer its hearty support to the officers of the Chicago Board of Trade in their efforts to arrive at some solution of the present apparent difficulty which will be in accord with the laws of our state and the principle of equity and fair dealing and at the same time preserve to the farmer and the country buyer and shipper of grain all the facilities which will allow the marketing of the grain of this great state in the most approved and safely guarded manner; and be it further

Resolved, That the Illinois Grain Dealers' Association in convention assembled at Peoria, on June 12, recommend that appropriate action be taken looking to the establishment and maintenance at Chicago by the railway common carriers entering the city of Chicago of public storage facilities adequate to meet the needs of the grain producing and shipping public.

WEIGHTS AT ST. LOUIS.

Whereas, The city of St. Louis has amended its ordinance governing weights and measures in such manner as to make it possible to reduce the present

exorbitant weighing fee of hay and grain arriving in its market and sold for team track delivery; and

Whereas, This team track business being a large factor in the commerce of St. Louis, the Merchants' Exchange is desirous that its shippers get a weighing fee as low as possible and at the same time insure a high standard of weights, and as a guarantee of good faith it has appropriated funds to install and operate wagon scales under the supervision of its Weighing Department;

Resolved, That in view of the foregoing facts relative to team track weighing conditions at St. Louis, we, the members of the Illinois Grain Dealers' Association in convention assembled at Peoria, do hereby firmly express our disapproval of the present wagon scale system operated by private parties having a practical monopoly to the detriment of our shippers and the St. Louis grain trade.

Resolved, That we urgently request the Terminal Railroad Association and other railroads entering St. Louis to co-operate with the Merchants' Exchange in establishing weighing facilities at team tracks with a view of reducing the weighing fee and elevating the standard which now obtains and thereby bring about a condition which will increase the confidence of shippers to the St. Louis market.

Resolved, That the secretary of the Illinois Grain Dealers' Association is hereby requested to forward copies of this resolution to the St. Louis Terminal Railroad Association and to each of the railroads entering St. Louis and also to the secretary of the Merchants' Exchange.

INTEREST CHARGES.

Whereas, Certain exchanges charge interest upon drafts on grain sold shipper track, and also upon consigned grain; and

Whereas, For several years past country elevator operators have endeavored to secure the adoption of a rule by exchanges which would be equitable, just and right in relation to the interest charges upon grain consigned, sold shipper's track or delivered market, demanding that when grain which had been so sold arrived at the terminal and had been inspected, the shipper had fulfilled his contract and thereafter interest should cease; and

Whereas, The practice still continues by many exchanges to charge interest upon drafts drawn against grain sold as a rule until one day after unloading, and sometimes for a longer period, now therefore be it

Resolved, That this convention of the Illinois grain dealers does most earnestly protest that the present practice of charging interest upon grain sold is unjust, unfair and inequitable; and be it further

Resolved, That when grain is consigned sold shipper's track or delivered market, and arrives at the destination and is inspected, then and at that time the shipper has filled his contract, and that all charges for interest upon such grade should cease; and be it further

Resolved, That the president of this Association is respectfully requested to take up this question of interest charges, as hereinbefore set forth, either by committee or otherwise, and urge upon the exchanges the rights and demands of the country elevator operators, to the end and until the question is finally and equitably settled; and be it further

Resolved, That we hereby call upon all commission merchants, members of the various exchanges, to give this question fair consideration and thought, and to assist in a fair and honorable manner in the final settlement for the mutual benefit of all concerned.

In relation to the last resolution, on interest charges, Mr. Hymers protested in the name of the Chicago Board of Trade, and filed therewith a telegram as follows:

Interest charge is a legitimate earning and Chicago has already met the trade on a liberal spirit by the last amendment to its rules. The rate of inspection is not a fair basis; does not provide means for collection from buyers and would tend only to shift the burden on primary markets where remuneration compared with risks is now at the minimum.

Mr. Shellabarger replied that when the grain is sold and the bill of lading turned over to the buyer the seller should get the money for the grain. But as it is the seller Chicago now turns the grain over to the buyer without any security whatever; and you hold us up for the loss by delay, etc.

To which H. A. Rumsey replied that the seller Chicago does nothing of the kind. He turns over the B/L to the railroad and the grain passes to the custodian, Mr. Foss, who holds title until it is paid for.

REFERENDUM KNOCKED OUT.

The resolution providing for a referendum mail vote on any subject on petition of 40 members was offered by H. H. Newell and recommended for passage by the committee but it was defeated on motion to adopt.

A. G. Tynge objected that vote after an open discussion is better and conducive to greater information on which to base an intelligent vote.

W. L. Shellabarger said so much work is done in a hurry that it is not done well; and if forty members object to action it is an indication that a fair vote can be obtained by referendum.

Mr. Wayne did not think so. The amendment would tend, he said, to keep members away from

the annual meetings, but the objectors can come to the meetings and do their objecting there.

Mr. Goodman said all he saw in it would be a chance to let forty men create a disturbance in the Association twice a year.

ON SAMPLING AT CHICAGO.

Chief Inspector W. S. Cowen sent the following communication, which was read by the Secretary:

The work of inspecting grain so that equal justice may be extended to both buyers and sellers is a very difficult and complex proposition. Immediately after entering upon my duties as Chief Grain Inspector, some eight years ago, I was deeply impressed with the responsibilities attached to the work of grain inspection, and the weight of responsibility continues to grow upon me as the years go by.

To my mind there is only one way that this work should be performed and that is to do it as accurately as human ability will permit, and to succeed in so doing is my great desire and ambition. That improvements have been made is generally conceded and is evident by the fact that complaints of unsatisfactory inspection are very few indeed as compared with times gone by. This is especially true as applied to grain shipped from the elevators at Chicago, general satisfaction being expressed by the buyers of Chicago elevator grain.

The principal difficulty we have to contend with at present is the correct sampling of grain on arrival at Chicago. The work of sampling grain under present conditions is necessarily performed more hurriedly than is justified, considering its great importance as a price fixing factor.

That the reader may better understand the situation, I will in explanation say: The different railroad yards in which grain is sampled on arrival are situated at distances ranging from eight to thirty miles from the inspection office. In these railroad yards are very many sidings, ranging from one-half mile to two and one-half miles in length, involving, under ordinary receipts, the traveling of from eight to fifteen miles per day by the grain sampler in locating the cars scattered on these many side-tracks. At times when the receipts are heavy the distance traveled is increased accordingly.

The samplers are obliged to leave their homes very early in the morning in order to arrive at the railroad yards preparatory to beginning the day's work. On arrival they locate and sample each car as rapidly as possible and send the samples to the inspection office on the first available train. All cars must be located and sampled and tracks cleared the same day railroad notices are supplied. Some of the railroads have much better facilities than others for sending samples to the inspection office, the roads having the better facilities being enabled to deliver the samples in the city much more promptly than those whose arrangements are not so favorable.

These conditions render it impossible to handle the business as expeditiously as is desirable. The samples arriving at different times during the morning are immediately inspected and hurried to the exchange floor of the Board of Trade. Frequently the samples from some of the roads arrive near the close of the session of the Board of Trade and if the demand for cash grain has been satisfied for the day, the grain arriving late is sold at a concession as compared with the prices ruling earlier in the day.

To assure the delivery of the samples at the earliest possible hour in the morning, the work of sampling is necessarily done hurriedly, the time in which the work must be done being so limited. To overcome this hurrying condition and to assure all of equal opportunity in selling their grain I have suggested that all samples of grain be delivered on the exchange tables at a stated hour of the morning following the day on which the cars are sampled and inspected. This would allow for the sampling to be performed more deliberately and hence more accurately. The samplers could work all day instead of only a few hours in the morning, and the element of haste in sampling would thus be eradicated.

The result would be the general betterment of the work of inspection. The samples taken and inspected each day would be on the tables at the Board of Trade at the opening of the market the following morning. Sellers of grain would be placed on an equal footing and enabled to offer their grain all at the same hour, as samples of all grain to be sold that day would be on the tables at the opening of the market instead of drifting in at different times during the session, as at present. This arrangement would also allow time for greater deliberation in the inspection and avoid the congestion which frequently occurs when receipts are heavy and the samples are rushed in for inspection.

If sufficient time were allowed the Inspection Department to sample the cars more deliberately the present practice of resampling by the Board of Trade samplers would be unnecessary. The resampling by the Board of Trade, as performed at this time, is not, in my opinion, conducive to the

best interests of the trade. The remarks originally made as to each car by the State Inspection Department samplers are made known to the Board of Trade samplers and with these before them it requires but little effort to find spots or streaks in the grain where there may be found a slight variance with the samples taken by the State Inspection Department. There is seldom a car so evenly loaded with grain from which a difference in samples cannot be obtained if parties seeking the same so desire.

Through finding differences between the samples taken by the Board of Trade and the State Inspection Department samples it is made to appear that a necessity exists for the existence of the Board of Trade samplers to verify or correct the work of the State Inspection Department. It is my opinion this impression is imaginary rather than real. I know if the State Inspection Department samplers are allowed sufficient time to sample the cars as carefully as the situation demands, the resampling by the Board of Trade samplers would be altogether unnecessary, and to that end I would recommend all samplers be placed under bond and any losses incurred through inefficient sampling be paid by the State Inspection Department and charged against the sampler making the error. I feel perfectly secure in recommending this, as I have confidence the sampling can be accurately performed if the men doing the work are given reasonable time for its performance and not rushed in the present unbusinesslike and unreasonable manner. The work is of too great importance to be trifled with. Accuracy rather than haste should be given preference.

Another feature in the work of resampling worthy of consideration is, after the State Inspection Department has sampled the car the Board of Trade samplers go to all cars which they are called upon to resample (which are very few as compared with the total receipts), break seals, open doors and enter the cars to secure their samples. In doing this there is a possibility for wastage of grain or the leaving of car doors open, subject to changing weather conditions and damage to the grain. The facts are no person or persons not authorized by the State Inspection Department have any legal right to break seals, open doors or enter cars, etc., and the Inspection Department will not be responsible for losses incurred by the acts of parties collecting samples who are not regular employees of the State Inspection Department.

If my suggestions as to the avoidance of haste in the work of inspection are endorsed, more time would be allowed for testing for moisture content all cars of corn arriving during the so-called "moisture-test" months. The operators of the moisture testing machines could then work all day the same as the samplers and inspectors and the annoying uncertainty as to moisture content in corn would be overcome, as all cars of corn would be tested on the day sampled and ready for the market at the opening on the following morning.

Trusting all parties interested will be enabled to recognize the seriousness of the situation and heartily unite in immediately taking the necessary steps to put my suggestions into practical operation, I

Accompanying the letter was a resolution, as follows:

Whereas, The present system of sampling and inspection of grain in the city of Chicago necessarily requires undue haste in securing samples and inspecting same in order that the samples and grades may be on the tables of the exchange at an early hour; and

Whereas, Chief Inspector Cowan has suggested a plan whereby the present objectionable features in the grading of grain may be largely overcome; therefore, be it

Resolved, That the matter be referred to the president and Board of Directors of this Association for a complete investigation, and if in their judgment the proposed plan is feasible to cooperate with the Inspection Department and the proper committee of the Chicago Board of Trade in inaugurating the proposed plan.

This was read and the motion adopted to refer the subject matter to the directors for further consideration.

After thanking the Peoria press for their courtesies and the employees of the Jefferson Hotel for their service, the convention adjourned *sine die*.

CONVENTION GOSSIP.

Pe-o-r-i-a, she's all right, say half a thousand delegates.

Buffalo market was represented by H. T. Burns of Burns Grain Co. and Alfred Anderson, chief grain inspector.

The handsome new registry book, used for the first time, was presented to the Association by H. I. Baldwin of Decatur.

Exhibits were made in the convention lobby by Hebdenniss Weigher Co., showing device for attachment to scale beam giving at a glance the weight recorded; Brown & Duvel Moisture Tester;

modern office equipment by Modern System Sales Co., Peoria.

The fans provided by J. M. Adam with compliments of Rosenbaum Brothers, Chicago, were very serviceable at Tuesday evening's entertainment.

The Indianapolis market was represented by Bert A. Boyd, B. B. Minor, J. M. Brafford, W. C. Hayward, J. T. Gehring, E. D. Evans, Ed. K. Shepperd, Fred Winders, and Frank A. Witt.

National President E. M. Wayne of Delavan left the meeting for Chicago, where he will fill an appointment of sergeant-at-arms at the Republican national convention.

H. A. Foss, chief weighmaster, and J. A. Schmidt, scale expert, Chicago, had copies of "Facts and Factors in Accurate Weighing" and the "Shippers' Manual" for distribution.

Director J. E. Collins of Garrett, who recently sold his grain business, will leave the middle of August for an extended trip to the Pacific coast, going through overland by automobile.

Market quotations were furnished in a room adjoining the convention hall by T. A. Grier & Co. and Bartlett, Frazier & Co., Peoria, and in the Hotel Jefferson by James E. Bennett & Co. of Chicago.

L. W. Forbell of New York and W. H. Richardson of Philadelphia will take in four grain conventions on their western circuit, the Illinois and Indiana state meetings, Council of Grain Exchanges of North America and Ohio state meeting at Cedar Point.

Some useful souvenirs distributed at the meeting bore the stamp of Union Iron Works, Decatur, Ill.; P. H. Schiffin & Co., Chicago; E. E. Buxton, Memphis, Tenn.; C. E. Johnson & Co., Champaign, Ill.; E. M. Samuel & Co., Chicago; W. A. Fraser Co., Chicago.

The following markets were represented by one grain firm each: Cleveland, F. E. Hotchkiss, F. E. Watkins, J. M. Fogelson, Cleveland Grain Co.; Cincinnati, F. E. Fleming, Ellis & Fleming; Kansas City, John Fennelly, Hall-Baker Grain Co.; Minneapolis, H. E. Hughes, VanDusen-Harrington Co.

W. H. Haskell, Chas. Mollett, K. D. Keilholtz and Henry A. Goemann of Toledo made the distance from Toledo to Peoria, a distance of 411 miles, in Mr. Haskell's Chalmers 6. They started Saturday and arrived at noon Monday. None was the worse for wear except Mr. Goemann, who was kept busy explaining that he came by his deeply tanned face honestly.

Machinery representatives were S. J. McTiernan, with Huntley Mfg. Co., Silver Creek, N. Y.; M. H. Hurd and C. N. Ward of Union Iron Works, Decatur, Ill.; A. T. McLeod of National Automatic Scale Co., Bloomington, Ill.; E. D. Bargery and J. J. Arensfield, with Avery Scale Co., North Milwaukee; Willard B. Smith, with Richardson Scale Co., New York City; F. B. Bushnell, with Newell Construction Co., Cedar Rapids, Iowa.

As usual at the Illinois convention there was a large delegation from Chicago. It included: J. A. Waring and C. T. Hulburt, Hulburt, Warren & Chandler; Geo. S. Dole and H. R. Sawyer, J. H. Dole & Co.; C. H. Thayer, C. H. Thayer & Co.; Harry F. Todd, D. L. Moberly, E. F. Thompson, Lamson Brothers & Co.; P. S. Goodman, Clement, Curtis & Co.; H. H. Newell, J. C. Kelly and H. A. Stansberry, Rogers Grain Co.; Gardiner B. Van Ness and Frank Gordon of Gardiner B. Van Ness; James E. Bennett, James E. Bennett & Co.; Gordon Hannah and Edward Hymers, Pope & Eckhardt Co.; Frank Baker and B. F. Traxler, Nash-Wright Grain Co.; L. S. Hoyt, Carhart-Code-Harwood Co.; L. B. Wilson, E. M. Samuel & Co.; F. E. Moran and W. P. Quinlevan, Walter Fitch & Co.; Harry L. Miller, Regna Brothers; Wm. M. Hirschey, J. C. Shaffer & Co.; A. E. Wood, E. W. Bailey & Co.; J. M. Adam, Rosenbaum Brothers; E. Hasenwinkle, J. Rosenbaum Grain Co.; Frank G. Coe, Corn Products Refining Co.; Phillip H. Schiffin and Oscar C. White, P. H. Schiffin & Co.; H. A. Rumsey and M. C. Hobart, Rumsey & Co.; H. E. Frymark, J. P. Griffin & Co.; H. E. Ryecroft and B. W. Snow, Bartlett, Fra-

zier & Co.; Fred D. Stevers, Geo. H. Sidwell Co.; A. J. Rowland, W. P. Anderson & Co.; L. R. McMillan, Albert Dickinson Co.; M. L. Vehon, M. L. Vehon & Co.; Wm. M. Timberlake, B. S. Wilson & Co.; Geo. H. Phillips, J. K. Riordan and J. S. Wiley, Adolph Kempner & Co.; R. W. Carder and E. H. Young, W. A. Fraser Co.; Guy F. Luke, Ware & Leland; J. J. Fones and Fred D. Lewis, E. W. Wagner & Co.

Among the guests at the meeting were W. C. Culkins, secretary Cincinnati Chamber of Commerce; Wm. S. Powell, chief grain inspector, Cairo, Ill.; J. Vining Taylor, secretary National Hay Association, Winchester, Ind.; Bert Ball, secretary Crop Improvement Committee, Chicago; S. A. Holder, chief grain inspector, Indianapolis; C. A. Russell and R. C. Mill, U. S. Department of Agriculture, Decatur, Ill.; J. C. Adderly of Millers' Mutual Casualty Co.

St. Louis sent up some of their leading merchants, including Erick Picker and R. F. Scott, Picker & Beardsley Com. Co.; F. P. McClellan, J. W. McClellan & Son; H. C. Noland, Wm. D. Orthwein Grain Co.; H. T. Ketcham, C. H. Albers Com. Co.; A. J. Rogers, Goffe-Carkener Co.; Jas. A. Connor, Connor Bros. & Co.; C. H. Langenberg, Langenberg Brothers; C. P. Cummings, Ben A. Neal and C. B. Fox, Elmore-Schultz Grain Co.; W. Closterman, Norton & Co.; C. L. Wright, John Wahl Com. Co.; John Dower, supervisor, Merchants' Exchange weights; E. C. Seele, Seele Bros. Gr. Co.; A. H. Stokes, Ballard, Messmore & Co.; E. F. Daley, W. K. Neal.

THE ENTERTAINMENTS.

On Tuesday evening the Peoria Board of Trade gave a smoker at Hotel Jefferson to the visiting grain men, which was not a smoker. It was something a great deal better, as the ladies attended with the gentlemen. C. H. Feltman, president of the Peoria Board of Trade, welcomed the visitors and then turned the office of host or chairman at the entertainment to T. A. Grier. There was music by the Grier Quartette, composed of Mrs. Mary Hansel Brown, Miss Stella Bunch, Henry Velde and Charles S. Burdick. Erwin Arends of the Warren Commission Co. of Peoria also rendered several selections. During the evening Mr. Grier took occasion to speak with regret of the absence of Frank M. Bunch, president of the Chicago Board of Trade, a former Peoria boy of whose record they were all very proud. Mr. Bunch's place on the program, he said, would be filled by Mr. Bunch's niece, Miss Stella Bunch, who entertained the audience with a vocal solo, responding to an enthusiastic encore. The addresses of the evening were made by ex-Congressman Jos. V. Graff, Senator John Dailey and P. G. Renwick, deputy U. S. revenue collector at Peoria. Following the program a lunch was served in a room adjoining.

The ladies attending the convention were taken on an automobile ride throughout the city on Tuesday afternoon, with a luncheon at the Country Club. In charge of T. A. Grier about 25 automobiles left the Jefferson Hotel at 3 o'clock for the bluffs. After visiting the residence district, the party was taken to Bradley and Glen Oak parks and from thence out to Grand View Drive. The return was made to the hotel about 5 o'clock.

On Wednesday afternoon at 1:30 o'clock all the delegates were taken on a steamer ride up the river. A few of the Chicago grain men left the boat at Chillicothe for home, but the majority continued on their way, returning in the evening. Lunch was served on the boat and every one had a most enjoyable outing.

On leaving the boat the Chicagoans ran into a local picnic; and Bert Ball having set a bad example by hitting the ice cream freezer and hitting it hard, in a short time the whole crowd were doing stunts that at first surprised and then de-lighted the natives. The score card of the races was unfortunately lost in the excitement of taking up the collection, but it was something fierce. But the Chicagoans came out of the game with about fourteen bushels of fun to the good, while the Little Light Bearers' picnic by this diversion was rescued from financial disaster and made a real promoters' success; for whenever for a moment no one could

think of anything else to do some one proceeded to take up a collection and no change came back.

THOSE PRESENT.

Geo. E. Abbot, Ferris; John Adkins, Prentice; A. B. Applegate, Atlanta; A. H. Allshouse, Slota; E. P. Armstrong, Parnell.

H. I. Baldwin, Decatur; O. C. Benson, Fairmount; R. K. Byerly, Catlin; Walker Boulware, Fostland; W. H. Boys, Gridley; Geo. W. Burks, Irene; C. W. Beers, Waynesville; P. O. Bruce, Morse; C. A. Burks, Decatur; J. C. Britt, Arrington; W. H. Barnes, Champaign; G. J. Bonnaugh, Auburn; R. C. Baldwin, Bloomington; D. M. Burner, New Holland; L. H. Blankenbaker, Sidney.

Jos. S. Coon, Rantoul; J. E. Collins, Garrett; Geo. W. Cole, Bushnell; E. L. Coyle, Gridley; James Carr, Seymour; J. J. Connelly, Millersville; E. B. Conover, Virginia; M. Connell, Waynesville; C. P. Cline, Decatur; B. F. Colehower, Long Point; H. B. Coyle, Gridley; W. Courtenay, Middle Grove; A. B. Curtis, Prairie City; Jas. R. Craig, McCall; F. N. Carrico, Joy; R. B. Calton, Brimfield; W. N. Close, Illinois; B. L. Christy, Viola; Peter Casey, Peoria; S. G. Crawford, Bondville; A. S. Carter, Gerard; J. J. Casey, Watseka; H. Corman, Decatur.

Victor Dewein, Warrensburg; F. L. Duncan, Streator; J. N. De Bolt, El Paso; F. J. Dolan, Springfield; E. W. Davis, Laura; C. C. Davis, Galesburg; W. W. Day, Elmwood; Geo. C. Dunaway, Ottawa; Fred M. Davis, Toulon.

F. L. Evans, Decatur; J. A. Ellis, Deer Creek; A. H. Edwards, Champaign; L. C. Emerson, Peoria; A. S. Ellis, Industry; A. A. Ewing, Buda.

Wm. B. Foresman, LaFayette, Ind.; Art Ford, Walnut Grove; C. O. Finch, Joy; Omar Finch, New Boston; R. Fox, Pontiac; W. P. Foote, Champaign, A. W. Ford, Scottsburg; Wm. B. Foresman, LaFayette, Ind.; P. A. Felter, Eureka.

J. B. Gillispie, Cairo; P. D. Getty, Bloomington; J. B. Green, Spur; Wm. Gorman, Stark; Frank Gordon, Lincoln; C. M. Gaddis, Carlock; W. W. Goddard, Washington; Chas. W. Gruensfelder, Peoria; W. G. Gerbing, Ashland.

H. A. Hilmer, Freeport; J. D. Horner, Lawrenceville; W. E. Hazlewood, Indianapolis, Ind.; L. L. Harrison, Dwight; B. P. Hill, Freeport; J. Q. Hitch, Champaign; Ralph Hasenwinkle, Bloomington; H. J. Hasenwinkle, Memphis, Tenn.; C. E. Hitch, Westridge; N. W. Himmel, London Mills; J. W. Halten, Cedar Point; John Holbrook, Ashland; F. W. Hunter, Macomb; J. C. Hight, Decatur; J. W. Hunter, Abingdon; J. J. Hadley, Osco.

W. J. Jackson, Farmington; L. B. Jackson, Dunlap; M. W. Jenkins, Washington; J. M. Jones, Dewey; J. M. Jones, Jr., Dewey; C. E. Johnson, Champaign; V. E. Judy, Arrington; Clay Johnson, Decatur.

G. F. Kersten, Plainfield; B. J. Kaufman, Eureka; E. Keller, Fairbury; J. M. Kerby, Stanford; J. A. King, Atlanta; A. M. Kirby, Decatur.

Geo. Long, Bushnell; W. A. Lambert, Morse; Arthur Lawson, Sunny Hill; G. Lawson, Sunny Hill; Miles A. Leach, Corn Land; A. V. S. Lloyd, Bloomington; John H. Lloyd, Springfield; Joseph H. Luxmore, Joy.

C. R. Mitchell, Ashland; Lee G. Metcalf, Illinois; H. G. Marshall, Champaign; G. D. Montelius, Piper City; M. L. Merritt, Dwight; A. F. Metz, Nevada; Jas. M. Maguire, Campus; B. L. Moberly, Streator; H. F. Maus, Latham; C. E. Mitchell, Fairview; J. H. McCune, Havana; R. A. McClelland, Dwight; G. C. McFadden, Havana; A. B. Means, Bloomington; J. W. McNoldy, Bloomington; L. R. Macpheters, Sullivan.

J. Nichols, Decatur; R. S. Nelson, Jacksonville.

H. E. O'Bryan, Owensborough, Ky.; A. E. O'Donnell, Detroit, Mich.; J. E. O'Hara, Carlock; Thos. Ogden, Dewey; J. W. Outhier, Ferris.

R. G. Parks, Kirksville; Geo. Pearce, Varna; A. M. Pendleton, Chandlerville; L. A. Peters, Trivoli; W. T. Pierce, Gifford; P. Powers, Bradford; C. J. Porter, De Land; John W. Pratcher, Williamsville; H. F. Priest, Louisville; H. B. Price, Delavan; C. A. Pricer, Mahomet; J. W. Probasco, Bloomington; F. M. Powell, Decatur.

Peoria—P. B. and B. E. Miles, W. S. Miles, G. A. Clark, T. A. Grier, A. G. Tyng, H. H. Dewey, Jos. C. Miles, T. J. Pursley, Geo. Breier, Louis Mueller, A. D. Campbell, John R. Lofgren, W. H. Morrison, T. J. O'Loughlin, Homer M. Barlow, J. L. Furst, Dalton. G. M. Miles, N. R. Moore, Gus A. Peterson, Lloyd L. Barlow, F. B. Kennedy, C. C. Miles, C. E. Arends, T. J. Blair, S. E. Grier, J. A. Adams, Chas. W. Gruensfelder, C. H. Feltman, W. F. Stoltzman, W. Merkle, Theo. G. Jacobs, W. T. Cornelson, E. S. McClure, L. L. Gruss, Wm. Lunz, L. E. Emerson, J. H. Ridge, C. F. Price, Wm. Stacey, E. R. Murphy, C. J. Kauffman, E. H. Rose, F. B. Tompkins.

B. F. Quigg, Minier.

Leslie Reel, Congerville; Wm. Reel, Congerville; E. G. Rees, Bradford; Chas. Rindfelisch, Hanna City; H. C. Ringle, Cambridge; O. H. Rink, Fullerton; R. J. Riley, Forrest; Geo. Ritscher, Owanecco; H. E. Roberts, Blandensville; H. M. Robinson, Goodfield; J. C. Roe, Hayes; A. J. Rowland, Rock Island; M. P. Ryan, Wyoming; L. W. Railsback, Weldon.

W. J. Sinclair, Ashland; W. E. Sheldon, Jackson, Mich.; W. L. Shellabarger, Decatur; R. O. Sharon, Broadmoon; F. E. Shay, Blandville; L. E. Schwartz, Carlock; L. Shullhafer, Champaign; M. J. Stottler, Strawn; O. H. Stoller, Strawn; G. A. Stark, Peoria; G. W. Shemel, Fremont; Walter Surface, Granville; Harry E. Surface, Granville; E. S. Summers, Bloomington; A. P. Schantz, Lexington; Jesse Simpson, Danvers; Harry Scott, Wapella; F. P. Smith, Decatur; J. P. Sledge, Champaign; M. M. Spingler, Bolivia; H. L. Schmitz, Fremont; C. O. Swift, Normal; Glen R. Swank, Williamsfield; W. E. Sheldon, Jackson, Mich.; John H. Shehan, Dunlap.

S. C. Taylor, Kankakee; H. T. Truby, Joliet; Geo. F. Thode, Peoria; S. C. Taylor, Kankakee; W. B. Thriege, Bloomington; V. P. Turner, Pekin.

O. H. Unland, Pekin.

Fred E. Verry, Arrington; E. F. Verry, Arrington; Henry A. Volz, Louisville, Ky.

J. F. Wallace, Forrest; Geo. W. Walker, Gibson City; E. M. Wayne, Delavan; J. R. Wagner, Metamora; Elliot Wagner, Metamora; W. A. Webb, Weldon; W. E. West, Yates City; J. E. Wiley, Elmwood; O. E. Williams, Avon; C. L. Wilson, Pekin; R. L. Williams, Henderson, Ky.; W. C. Williams, Wady Petra; E. N. William, Nashville, Tenn.; J. P. Wilkie, Peoria; H. S. White, Cambridge; J. G. Whitson, Pontiac; Wm. Wheeler, Melvin; H. P. Worden, Fairmount; C. A. Wylie, Kewanee; Harry Wrigley, Toulon; John P. Wrenn, Washington; Wm. Wykle, Mahomet.

F. J. Zimmerman, Edenburg.

Under the changes that have taken place in the Sawers Grain Co. of Chicago, W. M. Simons is president; W. T. McCray, vice president; Geo. A. Stebbins, secretary.

TEXAS GRAIN DEALERS.

The Texas Grain Dealers' Association held its annual meeting at Fort Worth on May 23 and 24, with an attendance of about 150 dealers and guests. There were the usual opening amenities; and then the regular business of the sessions began with the annual address by President J. C. Hunt of Wichita Falls as follows:

We are reminded that another year has rolled around in the history of The Texas Grain Dealers' Association. The past year has been marked by unusual shortages in nearly all grain crops in this country. Never before do I recall in the history of our Association, that prices for the whole year have averaged so high. Owing to the steady advance in prices, the dealer has done well, and would have reason to feel rejoiced at his success, did he not realize that the consumer (which means in a large portion of the state, the farmer) had to spend all of his surplus money, and in a number of instances mortgage or sell a part of his stock to get money to buy feed to keep his remaining stock alive. When the Texas farmer has to pay one dollar per bushel for corn and seventy-five cents per bushel for oats and then have to buy hay at twenty dollars per ton, as was the case the past year, it is disastrous to him and relatively hard on Texas.

Millions of Bushels Bought by Texans.

When I say we have had to ship into Texas from the Northern markets this past year millions of bushels of grain and feed, I am using no figure of speech.

While no accurate statistics are kept and the fig-



T. G. MOORE.*

ures I give are necessarily a matter of guess, I venture the assertion that not less than forty to fifty million bushels of corn and oats were shipped into Texas in the past ten months. This together with other feed stuffs and hay (not including wheat) has cost Texas, in my opinion, between forty and fifty million dollars. Some of this shortage could have been avoided had the farmer been more provident; while probably the larger part of it was caused by the unusual drought.

Present Crop Conditions.—Fortunately the heavy winter and spring rains have developed the crops and brought much needed relief to nearly the whole state, hay, wheat and oats being especially fine. From information and statistics gathered by our secretary we can reasonably expect from present prospects fifteen million bushels of wheat and possibly fifty million bushels of oats raised in Texas this season.

Prices.—Owing to the shortage in last year's crops, the visible supply of available grain being very low, we can, I believe, reasonably expect good prices on both wheat and oats, especially that part of the crop that can be gotten to market extra early.

Growth of the Association.

Our association has grown the past year, and I feel sure has rendered good service to its members, through the efficient work of our secretary and through the able way in which our arbitration committee performed its difficult task.

We only admit to membership in our Association firms that are reputed to be honorable, trustworthy,

*Mr. T. G. Moore, elected president of the Texas Grain Dealers' Association for this year, is also president of the Fort Worth Grain and Cotton Exchange, having been elected to that important office but a short time ago. He is a native "long-horn" as he says, and, it may be added, one of the best strains of stock; for at the age of thirty-seven we find him vice-president and manager at Fort Worth of the Dazey-Moore Grain Company, while K. F. Dazey, president of the company, is in charge of the company's office at Wichita. The latter is a member of the Wichita Grain Exchange. Mr. Moore has been in the grain business eight years, all of which have been spent in Fort Worth, where the company operate an elevator on the Santa Fe System. The company are receivers and shippers of wheat, corn and oats.

and competent to fulfill their contracts. The man who tries to avoid the filling of his contract because the market goes against him; or the man who is not willing to arbitrate his differences with a member before our arbitration board is not desired. I believe, however, that every good grain dealer and every flour mill in Texas can derive some real benefit from membership in the Association and that we can be mutually helpful.

Recommendations.

I recommend the cultivation of a friendly and cordial spirit toward the flouring mills of the state; they are our friends and customers; in the same business that we are, and I would like to see every good mill in the state a member of our Association.

At a recent meeting of our executive committee, I had occasion to note, with pleasure, that every member of the committee feels friendly toward the suggestion of cordial relations and co-operation with the mills.

I recommend a revision of our trade rules, making them plain and comprehensible, so as to avoid any construction that is ambiguous. With this in view, I recommend the appointment of a revision committee of three, who shall submit to this Association a complete list of rules as may to them seem best for the Association; retaining, omitting, or adding to, our present trade rules, said committee to report at this session of this Association.

Telephones and Telegraph.

I recommend that we continue our effort to place the telephone and telegraph companies under state control. I have never been able to find a reason why these very important public service corporations should be permitted to make their own rates and form their own regulations, without restraint, while every railroad in Texas gets its rates from, and is regulated by, the State Commission. The grain dealers of this state lose thousands of dollars annually for lack of state protection from these corporations. We must pursue an aggressive policy, and with this in view I suggest that we continue the ad-interim committee on legislation, and instruct them not to let this matter rest until these corporations are safely under state control.

I trust also that we may find the next legislature composed of men who favor this measure, who favor reform in legal procedure and other needed legislation, and who oppose the consuming of time in purely political measures.

Fraternal Spirit.

I have an ambition to see our Association the best organization of its kind to be found anywhere. To this end I would like to see such a spirit of fraternity and of helpfulness exhibited by our members toward each other that we shall feel it a pleasure to be so associated, and this fraternal spirit made so manifest that those on the outside may be made to feel that we have the true interest of the grain trade in Texas at heart, and that it is an honor to belong to such an association.

Of what value is this or any other association unless it exhibits, and practices this spirit of helpfulness? If you have differences with a fellow member, and you can't interpret your contract like he does, don't write him an ugly letter and question his veracity, and thus widen your differences; and if he says "we cannot see alike and we are both honest in our contention, and I suggest that we arbitrate" then don't say "I don't see anything to arbitrate."

I suggest that we deal as much as possible with our own members, and always with firms of good standing and reputation. The reason that some firms quote and sell grain several cents under the market, is frequently because they are dishonest enough to repudiate a contract when the market goes against them, and when the market goes their way they can well afford to offer bargains. If you persist in trading with them they will "get you" sooner or later.

Trade with honest dealers. I wish you every one all the success the coming season that you can stand.

SECRETARY'S REPORT.

Secretary G. J. Gibbs' annual report showed an income by the treasury of \$3,469.79 and disbursements of \$3,373.13. As to the condition of the Association Mr. Gibbs said:

I am pleased to advise that the Association is now in better shape than it has been for several years. While the number of resignations during the year is rather large, it must be remembered that we did not have a good grain crop in Texas and some dealers dropped out of the grain business entirely, and therefore tendered their resignations. I do not believe that we have lost any members this year by reason of dissatisfaction over arbitration. It has been necessary to suspend four members for non-payment of dues. We have not had occasion to inflict expulsion on any member. General speaking, the members are harmonious and a good feeling prevails in the body of the Association.

He added still further that the relations of the Texas, the Oklahoma and the Kansas associations were most cordial and that all were working in complete harmony.

On motion of C. F. Witherspoon, the chair appointed a committee of three to revise the Association's Trade Rules, the following being named: T. G. Moore, E. W. Crouch, T. P. Duncan.

ARBITRATION.

The report of the arbitration committee was made by J. A. Hughes of Howe who said, in substance, that the committee during the year past had held six meetings; had heard thirty-four cases, involving claims amounting to \$8,297.50; of these twenty

have been disposed of, the claims allowed amounting to \$2,994.50; eight were settled by compromise, \$3,872.95; in three cases (\$814.66) the defendants refused to arbitrate, and the cases were adjudged on that basis; ten cases (\$5,086.37) are still pending. Based on the experience and observation of the committee, a revision of the Trade Rules was recommended to cover the adjustment of differences between members and non-members in order to avoid lawsuits; to enable the secretary to effect settlements independently of the committee where possible; and to avoid uncertainties and ambiguities. For the benefit of litigants the committee makes these suggestions:

From cases submitted for arbitration, it is very evident that most, if not all, troubles could be avoided by close study of our Trade Rules, carefully written contracts, quick notices and adjustments of errors.

In event of arbitrations, your committee urges: Quick answers to notices, careful preparation of claim papers—always in duplicate, as far as possible—and prompt attendance or attention to trials, of which due notices are always given.

Much valuable time is lost by your committee and much useless expense caused the Association by failure of parties to arbitrations attending when they should and failing to prepare papers properly.

Some cases would have been thrown out, and deposit fees forfeited for these reasons, but for the patient forbearance of your committees and the uniformly kind intervention of your secretaries.

L. G. Belew of Pilot Point made a report of the Tri-State Board of Arbitration Appeals, representing the three associations of Texas, Oklahoma and Kansas. The board was called on to pass upon but four cases of appeal. The committee reported a continuous growth of the feelings of courtesy and friendliness between dealers in the several states toward each other, and recommended a revision of the Rules in the direction of greater simplicity and clearness in order to forestall differences and to further the growth of the feeling of fraternity in the trade.

THE BANKING PROBLEM.

W. R. Boyd, Jr., of Dallas, representing the National Citizens' League for the promotion of banking reforms along lines of the report of the Monetary Commission, spoke on "How to Make Currency Liquid." He was asked to address the convention in the absence of Col. R. E. L. Smith of Sherman, who had been placed on the program for this topic. He said:

The present financial arrangements of this country are the growth of arrangements made in the past to meet exigencies resulting in a circulating currency absolutely unresponsive to the demand of the agriculture, industry and commerce of the country.

Our banking system is nearly fifty years old. While the business of the country has grown to vast and wonderful proportions and has undergone changes remarkable alike for departures from old methods and the introduction of new ones, our banking system has stood still.

There are only two methods under our system by which we can increase our amount of real money—one, the importation of gold from foreign countries; the other, the purchase of United States or other agreed bonds to serve as the basis of National bank currency. This does not increase the facilities of the bank because the bank must first purchase same.

A bale of cotton weighing 500 pounds, worth 15c per pound, possesses the equivalent in debt-paying power to currency notes aggregating \$75, the only differences between the two being one of handling. They both possess an equal debt-discharging power.

We need a system which will permit the utilization of the products of our mines, farms and manufacturing as a basis for the issuance of currency to a reasonable extent. The true debt-paying power of our country does not depend upon the actual amount of money in circulation so much as it does upon the value of our products.

Money is absolutely of no value except to the extent of its purchasing power. Ten thousand dollars hidden in the bosom of the earth neither gains nor loses in value and if taken out ten, twenty years later it is still of not other value than its power to buy. If you have 100 bushels of corn of a sound market value of 75c per bushel and I want it; if I have a buggy of sound value of \$75 we don't require a circulation medium to make the exchange. Should there be a difference in the sound value of these two staples then something else must enter into the transaction. We need another medium to consummate the deal.

The amount of circulating medium required depends altogether upon the demand made by the commercial, agricultural and industrial transactions of the country for it. No arbitrarily fixed amount can be satisfactorily agreed upon. Rigidity has been proven the bane of our present system. We need that element of elasticity in our circulating currency which will permit its response to the demand, with full protection, of course, against overexpansion and provision for automatic retirement when there is no demand.

We have approximately 23,000 banks in the United States. Like the proverbial tub, each stands upon its

own bottom in times of stress. Every fellow puts the lid on and sits tight, while every other fellow outside the banking business is crying out for help and relief. It is not the bankers' fault. We have the best bankers on earth. It is the fault of the system under which they are obliged to operate.

In times of financial depression and panic you have seen soundly managed concerns forced to the wall. You knew it was through no fault of the management of that concern. It was simply a case of being unable to realize upon its assets. The bank was in the same shape. It has perfectly good assets, but they were not liquid and there was no place where it could convert those assets into cash.

Result, the bank as a matter of self preservation put the lid on, withheld the extension of credit to its customers, conserved its actual supply of cash and called in all loans possible. But the business concern or the individual could not do this. It or he must dig, and if unable to dip the United States marshal soon came with a citation to appear before the referee in bankruptcy.

The people are tiring of this. They have begun to learn and to have a clearer insight. They realize that amendments to our monetary laws are imperative, hence the work of this league.

What is known as the Clearing house Association in local instances has proved the salvation of the local banks and business concerns. During the panic of 1907, without warrant of law these associations assumed certain functions for mutual protection. Out of this experience has grown a demand for a legalization of this character of co-operative action and broadly applying the principle to the whole



SECRETARY GIBBS.

country that every banking institution might be entitled to the same protection.

Apply this principle to the United States instead of to Fort Worth or Dallas or Houston. Bring our banks into mutual, co-operative relationship that they may protect the credit of the nation, and we have solved the problem. Call the agency whatever you will, but make it one which will serve the public, be the servant and not the master, and we can make panics a matter of history.

Panics Not Local Affairs.

Panics are not confined to local communities. If one should begin in New York tomorrow we would feel its effect in twenty-four hours. Give us some kind of institution with power to issue its notes to circulate as a medium; make as a basis for the issuance of those notes the commercial paper of this country, based upon our agricultural, industrial and commercial transactions, and you establish a source from whence a currency will come which will respond to the demand for it because the legitimate demand for money comes by reason of our agriculture, industry and commerce.

Throw around this institution every possible restriction to protect it from selfish control and restrict its active operations to dealings only with the banks and the Government. Require it to carry sufficient reserve to insure the prompt and certain redemption of its obligations; concentrate the banking reserves of the country there instead of permitting them to flow, uninterruptedly to the centers where they are necessarily diverted from the legitimate channels of trade to promote stock speculation; make it a public utility concern and not a private money making scheme and force it to use its resources in protecting the credit of the country and we have solved the problem.

On behalf of the League Mr. Boyd offered the following document, which was referred to the committee on resolutions:

Whereas, It is universally recognized that a reform of the present American banking system is a pressing necessity; and

Whereas, The business, professional, laboring men and farmers of this nation, representing all interests of each state and district, are organizing a non-partisan campaign of education, through the National Citizens' League for the Promotion of a Sound Banking System, with national headquarters at 233 West Jackson boulevard, Chicago, of which John V. Far-

well is president; with headquarters of the Texas section at 311 Andrews Building, Dallas, of which Robert J. Kleberg is president; in which thousands of well informed, eminent citizens are co-operating and indorsing which many leading organizations have passed resolutions; and

Whereas, The said National Citizens' League is not committed to the details of any particular plan of monetary reform, but presents the following objects to be attained, which it hopes to have incorporated into law:

Co-operation, not dominant centralization, of all banks by an evolution out of our clearing house experience.

Protection of the credit system of the country from the domination of any group of financial or political interests.

Independence of the individual banks, national or state, and uniform treatment in discounts and rates to all banks, large or small.

Provision for making liquid the sound commercial paper of all the banks, either in the form of credits or bank notes redeemable in gold or lawful money.

Elasticity of currency and credit in times of seasonal demands and stringencies, with full protection against overexpansion.

Legalization of acceptances of time bills of exchange in order to create a discount market at home and abroad.

The organization of better banking facilities with other countries to aid in the extension of our foreign trade.

Before adjournment a few crop reports were heard; and these pointed to confirmation of Secretary Gibbs' estimate of 15,000,000 bushels of wheat and 50,000,000 bushels of oats in Texas this year, not to mention oats and corn, the condition of both of which was then excellent. In the course of these reports J. W. Elliott of Plainview said that in Garza County rain was very badly needed, and C. W. Post of Battle Creek, Mich., a ranch owner there, had been bombarding the clouds with dynamite to bring rain. Last year's experiments seemed to have been successful, but no report was made of the results this year.

THE SECOND DAY'S PROCEEDINGS.

A big day's work was done on Friday, May 24. The sessions began promptly in the morning and the day's proceedings did not close until 6 o'clock p. m.; as the day was hot, the sessions were held in the Westbrook Hotel. The first question was, "Should this association provide for a system of scale inspection?" which was discussed by W. M. Priddy of Wichita Falls and E. S. Blasdel of Groom. Both answered the question affirmatively; or, at least, both pointed out the fact that scales of dealers are too frequently out of order to be considered safe criterions of weight. Mr. Priddy, for example, said that experience has shown that from 30 to 50 per cent of the scales in use at elevators are "inefficient." His own thought in reply to the question was that no one could be damaged by the employment of an inspector, while all might be greatly benefited. By invitation, W. F. Sterley, general freight agent of the Fort Worth and Denver R. R., addressed the Association on the experiences of a railroad in correcting inaccuracies in railroad scales. He said that the scale is the most abused machine in use in the railroad business, its oftentimes delicacy of construction, necessary to insure accuracy and close weighing, not being appreciated, and yet it is expected to work accurately on from the time of its installation to the end without any repairs and with but scant attention.

A committee was appointed to make a report with a recommendation.

NATIONAL INSPECTION OF GRAIN.

The discussion on the "advantages to be gained by national inspection of grain" was opened by Secretary Gibbs, who claimed to be one of the pioneer advocates of this system, which, he has found, has, during the past few weeks, gained many new friends. H. B. Dorsey, a former secretary of the Association, also approved and urged the adoption of the system, mainly on the ground that Uncle Sam enforces his laws and regulations more faithfully than do state officials. J. W. Whaley of Gainesville opposed the project because it would create a new army of Federal office holders without guaranteeing any better service. He said that he was opposed to any more laws which tended to decrease the rights of the individual, and drew a picture of the tendency of the times for the Government to make laws for the guidance of every line of business and of the acts of the individual and declared that it is destroying individuality. He

cited the meat inspection practice as no more efficient than state or exchange inspection of grain, at its worst.

A motion to endorse the resolution that Federal inspection of grain is desirable was carried by a large majority.

The formal address of the afternoon was by H. O. Ledgerwood of the Fort Worth bar, whose subject was the Trade Rules in the light of the laws of Texas. Among other things he said:

1. Trade Rules: Their effect in fixing the customs of trade, and the extent to which they are binding upon members and others.

2. The anti-trust law and whether there is anything in the Trade Rules in conflict therewith.

3. Exchange on drafts: Can a trade rule change the ordinary rule that sales made f. o. b. are to be paid for at the loading point, and sales made c. a. f., or delivered, at the delivery point for the rule that when a demand draft is drawn it shall be free of exchange, and when an arrival draft is drawn it shall be with exchange?

4. Damages: In case of default, what is the most equitable basis for determining the measure of damages, on the part of either buyer or seller in the performance of a grain contract?

5. Arbitration: Is a decision of the arbitration committee, even when against legal principles, binding on the parties?

Trade Rules.

The question of the effect of trade rules involves a consideration of some of the underlying principles of the law of contracts and of the rules governing the construction of contracts. It is a fundamental principle of the law of contracts that when one, under no disability, has for a consideration entered into a contract for the accomplishment of a lawful purpose, and has not been defrauded or overreached by the other party, he must stand to his contract, even though the other party may get the advantage over him. Membership in a grain dealers' association is not forced upon any of the members but comes at the solicitation of the member. When he becomes a member, he makes a contract with all other members to abide by all lawful rules and regulations governing the association. He has a voice in making these rules and regulations, and he is bound by such rules as may be adopted by the majority, even though he votes against such rules. It is a part of his contract that he will abide the majority rule in the organization.

A part of the rules of any mercantile organization have to do with the conduct of the business of its members with each other. As with correct principles of law, these rules are selected by the honest, the fair and the principled members of the organization. This being true, they are usually consistent with right, honest and fair dealing among themselves. The purpose sought to be accomplished is usually a lawful purpose; and so long as it is, the Trade Rules adopted by the majority of the members, in accordance with the parliamentary rules for their adoption, are binding upon all of the members of the organization so long as they remain members. These Trade Rules are to be regarded as parts of the contract between members in the conduct of their business, and their contracts must be construed to have been made with reference to all lawful Trade Rules of the organization of which they are members. It is one of the rules of construction of contracts in courts that all things which by law, equity or custom are considered necessary to carry a contract into effect will be considered in construing the contract. So long as a trade rule does not conflict with some well established rule of law or moral principle, the courts will enforce it as between men competent to act for themselves who have made it a part of their contracts.

When it comes to seeking an enforcement of a trade rule of an organization as against one who is not a member of the organization, there is much more difficulty. It is necessary that the facts of any particular case bring one to the conclusion that the non-member of the organization had in mind the particular trade rule sought to be enforced against him and that he dealt with the trade rule in mind. You will see that you get back to the fundamental principle that he must have made the trade rule a part of his contract. It is not necessary, however, that the non-member shall have expressed the trade rule in his contract; but if his knowledge of the trade rule, his experience in the trade, his previous dealing with reference to the trade rule, and his settlement of previous contracts with reference thereto, bring one to the conclusion that he was dealing in the particular instance with reference to the trade rule, it will be enforced against him. A trade rule which has been so uniformly recognized and enforced as to be a general custom of the business is presumed by the law to be known to men engaged in the business and to be held in mind by them when making contracts, and it will be so enforced by the courts when controversies arise between men making such contracts. Of course, any trade rule, usage, or custom to bind both of the parties must be known to them and must not be contrary to law, nor absurd nor unreasonable, and must be general and notorious. The courts do not make men's contracts but only enforce them, and a trade rule will not be enforced against a man unless it can be regarded as honestly and fairly a part of the contract he made. It cannot be injected into his contract after he has made it but must be a part of the contract at the time he made it. It would be unfair for one party to a contract to attempt to enforce against the other a rule, a usage, a custom or a condition with which the other was not equally conversant at the time the contract was made. The time of the making of the

contract is the time when a party's obligations become fixed; and it would be unfair to permit them to be increased, changed or diminished unless he sees fit to make such change.

The Anti-Trust Law.

The Trade Rules of your organization do great credit to the men who have been engaged in shaping them. The fact that your organization has among its members the man who produces the grain, the broker who handles it for him, the independent dealer who buys and sells it on his own account, and the consumer, has operated to make your Rules broad and fair in their terms and equal in their operation. The diversity of interest in your membership has prevented the interest of any single class from bringing your Rules in conflict with the express provisions of law. The anti-trust law of this state is rather stringent in its provisions and severe in its penalties, but the purpose of the law is to protect and not to destroy. It attempts to reach trusts, monopolies and conspiracies in restraint of trade, the three commercial troubles that have given commercial men as well as the law makers a great deal of trouble and will continue to give a great deal of trouble so long as each individual is under obligation to look out for himself before he considers the interests of the whole. The main purpose of the anti-trust law is to prevent any agreement of any kind which tends to fix in any sort of way the price of any commodity. As is well known, this may be accomplished in a great many different ways; and the breadth of the statute is necessary in order to reach the manifold ways devised by shrewd, commercial minds. It is not the language of any trade rule, agreement, or regulation which falls under the condemnation of the anti-trust law of the state or of the Nation but the spirit and purpose of it, and the determination of the spirit and the purpose of a law rests not with the declarations of the party but with effect of the agreement. The language of a rule or agreement may be never so fair and never so evidently honest of purpose, and the one making the agreement may be never so honest in his intentions, yet, if the practical operation of the agreement, rule or contract is to tend to arrive at results condemned by the law, such agreement from its inception is illegal.

It is impossible to pass upon a rule or agreement and to say that under no circumstances can a particular rule be so applied or enforced as to be violative of the spirit of the law. It is possible for men of experience in any line of business to make an innocent looking set of rules or innocent looking agreements but by common understanding to apply these rules or agreements so as to bring about the forbidden effect. As an illustration, the power you seek to give to your arbitration committee might by common consent be so used as to inject into the contract made by your members some element that would be objectionable to the anti-trust law. So far as your trade is concerned, there would appear to be nothing objectionable to the most rabid anti-trust critic, but these Rules might be so applied as to bring them into conflict with the opinions of the more conservative anti-trust critic. It is largely a matter of application and not of language.

Exchange on Drafts.

The business of the grain trade is such that it must be quickly, cheaply and accurately handled in order to avoid loss. Every charge or item of possible loss must be accurately figured in advance and the rules governing these items must be plain, simple and easy of application, as well as free from doubt or room for controversy.

The matter of exchange on drafts is a matter of equal concern to the original shipper, the broker, the independent dealer and the consumer; and these charges go to make up the final price of the commodity. It is important that grain dealers associated for the good of the trade rather than for the benefit of each individual as such should agree upon such rules with reference to grain shipments as will bring the least room for conflict between the parties contracting, the least expense where it should not be borne, and the greatest expedition in handling shipments. A rule which is fixed and known to all of those dealing with the subject of the rule makes comparatively little difference in the net result to the individual, as in fixing his price he takes into account such rule and its effect upon him and his contract.

Rule 37, that in case of a shipment f. o. b. the payment is to be made at the point of shipment, and that consequently the draft of the shipper is to be drawn with exchange, may not be for the best interest of the grain dealers as a whole, without reference to whether this is a demand draft or a draft payable on arrival of the car. If it be left to the shipper, whether he should draw a demand draft or one payable on the arrival of the car, there should be some corresponding advantage to the person expected to pay the draft. If he is to be without his money during the period between the presentation of the draft and the arrival of his commodity, it would seem but fair that he should not be expected to pay the exchange on such draft; but on the other hand, if the shipper is to wait for his money until the arrival of his commodity, he should not be expected to stand the expense incident to getting his money when the car does arrive. It would seem no more than fair to all those interested in the business, that in cases where demand drafts are drawn the shipper should stand the expense of the exchange on such draft, and that in case of drafts payable on arrival of car the consignee should stand such exchange.

Of course, this rule may in some cases work a hardship, but no rule could be devised which under all circumstances would work out an ideal result, because of the varying interests, the varying circumstances, and the difficulties incident to the business of handling grain in car lots. The individual

who in some instances would be benefited would lose in another, and the amount of money involved in the ordinary grain transaction is such that the promptness of returns would overbalance any temporary inconvenience or loss in a particular case. The rule should be as plain, simple and easy of application as is possible, so that there may be as little friction or room for friction among the members as is absolutely unavoidable; and it occurs to us that the adoption of the rule above mentioned would be productive of more good than possible harm, and I would urge upon your membership the adoption of such a rule, if there is to be any change from the rule now in force.

Damages.

The nature of the grain business is such as that no one interested in it can afford to have on his hands any unfinished business. It is certain that any one engaged in the business will come in contact with ignorance, incompetency, dishonesty, accident and misfortune, such as prevents his getting an ideal result out of his engagements with others. The more these can be eliminated the better will be his business, and the more the effects of these can be lessened the better results will be obtained by him.

It is a cardinal principle that a man may violate his ordinary contracts with the only result that he shall be answerable to the other party to the contract for such damages as the law attaches to such violation. Any business where a commodity such as grain is being handled in the way in which it is handled in the grain trade and in the amounts involved in the ordinary contracts, it is extremely important that both parties to a contract have a well defined and well settled basis on which to determine with certainty their respective rights in case of any breach. The courts have always had a great deal of difficulty in determining the proper application of the rules governing the recovery of prospective profits, and any rule governing these depends upon so many contingencies that it is difficult, even in a concrete case, to say whether such profits are recoverable.

Their recovery also works a very great hardship on the one who, possibly through no real fault of his own, has been compelled to breach his contract. The application of the rule has been productive of a great deal of dishonesty and false swearing and has given rise to a great many law suits with their attendant delay, expense and loss, much of which might have been avoided. In the handling of a commodity which has a well recognized market value, the only safe, fair and easy-to-apply rule is, that in case of breach of contract for the sale and delivery of such commodity the one and only rule of damages shall be the difference between the market value of the commodity at the time of the breach, as fixed by your Trade Rules, and the contract price. This is really all that the seller should be expected to get and all that the buyer should be expected to pay, and while this, as is the case with all rules, will not prevent the possibility of some loss to one or the other of the individuals, no rule has yet been devised which is not subject to the same objection. That rule is the best for the grain trade, or any trade whose business is handled on the same plan, which gives the least chance for controversy which takes time to settle.

Arbitration.

The statutes of this state make provision for what is known as a statutory arbitration for the purpose of settling any disputes, controversies or right of action. The agreement must be in writing and signed by the parties submitting the matter. Each one names one arbitrator over twenty-one, not related to either party by blood or marriage, possessing the qualifications of a juror and not interested in any way in the result of the matter. The agreement must be filed in the court which would have had jurisdiction of the suit and the clerk and justice designate the time of the trial and issue subpoenas for witnesses. The arbitrators are sworn, as are also the witnesses, and the procedure is much the same as in an ordinary court, the parties having the right to argue their cases. The award must be written up and filed with the court; and when so filed it stands as a judgment of the court, and an execution may be had on it. Should the arbitrators be unable to decide, the justice or clerk selects an umpire who also is sworn and hears the evidence over. In order for a party to have the right of appeal, the parties must reserve this in the agreement, and the one desiring to appeal must file a written application with the clerk or justice. The arbitrators are allowed to award costs; and if either party fails to comply with the agreement, he can be prevented from setting up his cause of action in any suit against the other party. This right of arbitration is allowed to corporations, executors, administrators and guardians, when these three have the consent of the court appointing them.

The statutes especially provide that nothing in the statutes affect the rights of parties to any controversy to arbitrate their differences in such other mode as they may select. This mode may be selected after or before a controversy arises, and if there be no gross mistakes, fraud or irregularities affecting the substantial rights of one of the parties, the award of the arbitrators is final and may be placed in a suit by the other party, or it may be enforced by an action in the court. Of course, no execution can be had on the award unless it be a statutory arbitration, or unless a judgment in a suit in court has been entered on an award, as the cause of action. No pleadings are necessary in common law arbitration, and great latitude of proof or evidence is allowed. The law favors such proceedings, and in the absence of fraud or unfair dealing on the part of the other party, or of the arbitrators, the award is exclusive as to the right submitted for arbitration. The mere fact that the award may be different from the result which might have been arrived at in

court and under the rules of the pleading and evidence there enforced, does not make it any the less binding. It is necessary for the person complaining of such award to show fraud, gross mistakes or irregularity prejudicing his right before he can overturn the award. It is not necessary that the party in whose favor the award is made should have a legal cause of action or a question of law for decision, and a moral obligation on the part of the other would support his award and make it enforceable. If the party against whom the award is, seek to use it as a defense, it is necessary that he comply with the award on his part, for unless he does he cannot shield himself behind it. This common law arbitration should be conducted along the lines of the statutory arbitration, but mere irregularities may be waived; and the mere fact that the witnesses were not sworn, or that the proceedings were not in writing, would not vitiate the arbitration.

It will be seen from the above principle when the action of the arbitration committee is free from fraud, gross mistakes or irregularity affecting the substantial right of a party, when there has been no fraud on the part of the prevailing party, the courts will entertain a suit to enforce the award, or they will entertain a defense of the award, even though the procedure of the committee be not the same as would have been that of a court, even though the committee has received evidence that the court would not receive, and even though its decision may not be in strict accordance with the decisions of the court on kindred matters.

While controversies may be submitted to arbitrators by an oral agreement, if the subject matter be such that a contract respecting it must be in writing to be valid under the law, an arbitration affecting it must also be in writing, as the parties can not do anything by way of an arbitration that they could not do otherwise; as, for illustration, an agreement not to be performed within one year, or an agreement respecting real estate, or one regarding an agreement to pay the debts of another,—all of which must be in writing to be valid. If the submission be in writing and the award be in writing, the courts will not look to oral statements made by the parties or the arbitrators at the same time with such submission or award or afterward. The intention of the parties to be bound by the decision of the arbitrators must be clear in order there must be a contract between the parties submitting the matter, that in consideration of the submission by each, the other agrees to abide the result. Of course, the matter submitted must be regarding a contract and not regarding an illegal or criminal matter, to the enforcement of which the law would not lend its aid.

An agreement to submit all future disputes that may arise is regarded as invalid because against public policy; for to give effect to such agreement would be to oust the courts of their jurisdiction. The mere agreement to submit matters to arbitration may be unenforceable and invalid as against public policy, and yet a submission of the existing controversy in accordance with the agreed terms and conditions is absolutely valid and binding on the parties.

The paper was listened to with much interest and attention, the subject matter being of uncommon interest; and at the conclusion of the reading, the speaker was tendered a hearty and unanimous vote of thanks.

The committee on revision of the Trade Rules reported some changes which were approved.

H. B. Dorsey and G. J. Gibbs of Fort Worth and J. A. Hughes of Howe were appointed as the standing legislative committee.

The resolutions adopted endorsed the request of the Texas Farmers' Union that all Texas grain dealers, millers and allied interests assist the cotton growers by using cotton bags, cotton twine and, in fact, everything that can be made from cotton, cost and utility considered; concurred in the resolution favoring federal inspection and classification of grades of grain; and thanked the various persons who contributed papers, etc., to the program and to the entertainment of the Association during the meeting.

The following officers were elected for the ensuing year: President, P. G. Moore of Fort Worth; vice-presidents, E. W. Crouch of McGregor and W. M. Priddy of Wichita Falls; secretary-treasurer, G. J. Gibbs of Fort Worth; executive committee—W. W. Manning of Fort Worth, J. A. Hughes of Howe and I. S. Sewell of Vernon.

The following standing committees have been appointed:

Scale Inspection—J. A. Stephenson and W. W. Manning of Fort Worth and W. M. Priddy of Wichita Falls.

Arbitration—A. B. Crouch of Temple, Kent Barber of Fort Worth and E. N. Noble of Sanger.

ENTERTAINMENTS OF MEMBERS.

On the evening of Thursday the Association was entertained at Hermann Park, being the guests of the local dealers and the allied interests, including

railway men and machinery dealers' representatives. A vaudeville show was given and refreshments were served.

After final adjournment the Association took dinner at the Westbrook as the guests of H. B. Dorsey, who called the function "a little feed." It proved to be one of the features of the meeting and J. Van Steainwyck of Stamford, during the meal, suggested that Mr. Dorsey be thanked for his hospitality, which was done.

MEETING AT WICHITA.

A large meeting of dealers from Texas, Nebraska, Missouri, Oklahoma and Kansas was held at Wichita on June 5 and 6. It was mainly a social gathering, devoted to making acquaintances and having a good time; but some business was transacted, having for its object an expression on the proposed change of state inspection rules, which would mean the adoption of the Minnesota dockage system of inspecting wheat.

The dealers took action in direct opposition to wishes of Kansas millers. The latter last season asked the Kansas State Grain Commission not to grade wheat higher than No. 3, if it contains more than 1 per cent foreign matter, but were turned down, and they will make the same request of the grain commission at its meeting to be held on July 16 of this year when the grades of new wheat will be fixed.

Grain dealers oppose the millers' request and voted unanimously against it on June 5 in the joint convention, believing it would force them to pay lower prices to farmers for their wheat.

"If the request made by the millers becomes a regulation," said E. J. Smiley of the Kansas Grain Dealers' Association, "there will not be a bushel of contract wheat sold in the great state of Kansas this year, and it will cost the farmers of Kansas a quarter of a million dollars."

Another subject before the convention was, "Advantages of having grain sold by sample instead of state inspection." A majority of the dealers in convention expressed themselves as in favor of sample inspection, which most of them have been selling by since the row with the grain inspection office began almost a year ago.

With out exception, reports of crop conditions were favorable for all parts of Kansas and Oklahoma. Every grain dealer wore a smile which he said was inspired by the great growing wheat fields through which he had ridden on his way to Wichita.

ELEVATOR SITUATION IN MANITOBA.

The collapse of the Manitoba Elevator Commission and the government system of grain elevators has precipitated a condition that promises to be worse than the worst the grain growers experienced in marketing their crops last fall and winter. The province owns about 175 elevators of all sizes, which on August 1 will be closed if not sold or rented; but as none of the houses has been kept in repair since the purchase by the province all are more or less out of condition and actually worth far less than when they were purchased. Indeed, the depreciation is thought to be as much as 50 per cent. As it would be impossible, politically speaking, for the present government to sell the houses that cost a million for half that sum the problem is, What next? They might be rented, but the rentals, it is estimated, would not pay for repairs, upkeep and interest on the bonds issued in payment for the houses. Nor do the growers relish the idea of the houses again falling into the hands of "the enemy" as in times past. Further many houses are on sites where they are not now needed, and innumerable stations have no houses at all, with little prospect of their being any now that the government has gone out of the grain business but still exercises a drastic bossship over them through the Dominion Grain Commission.

This latter body on June 1 gave notice that it had come to the conclusion not to abolish the sample grain markets this year, but to bring them into operation in September, 1913, at Winnipeg and Fort William. "In order that the sample markets may

be successfully carried on," said an official, "ample grain exchange buildings are required, with adequate accommodation and facilities for sample rooms. Increased railway facilities are necessary, and there must be added trackage for handling more cars; there must be more cars, and at the present time the car companies are unable to meet the demands. By the autumn of 1913 these preparations can be made and markets started with the necessary facilities. Export buyers will have to be on hand, and possibly more capital and organization put into the buying process. Terminal facilities also must be provided for storage and blending."

Since the agitation started for government elevators, private capital has kept largely out of the business of providing terminal storage; the uncertainty prevented decisive action, as no one cared to go ahead until the business was on a permanent basis. It was given out from Fort William on May 27, however, that the Grain Growers' Grain Company had succeeded in purchasing Elevator B from the C. P. Ry. The report has not been confirmed, but it is known that the company had approached the city council of Fort William for exemption from taxation and also that it was negotiating for the sale of screenings.

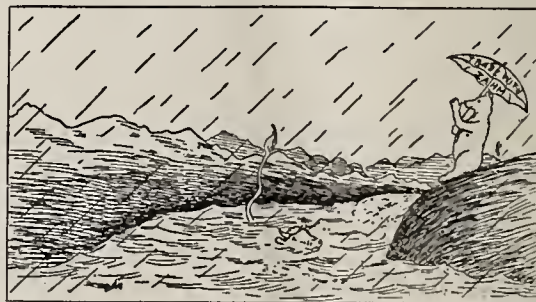
Elevator B is one of the modern terminal elevators, having been erected in 1908 and 1909. Its steel bin construction cased in tile has eleven shipping and sixty-three storage bins, four receiving legs with a capacity of 8,000 bushels per hour each, four receiving scales and a cleaning capacity of 32,000 bushels per hour. Its total capacity is registered at 482,000 bushels, but with it has always been operated Annex E, with a storage capacity of 1,910,000 bushels and four shipping legs. It has always been understood that the C. P. Ry. would not sell one without the other.

ZAHM'S BULLS AND BEARS.



BOTH APPARENTLY ARE HAPPY

The bull because of the liberal decrease in our visible; the bear because the total world's supply is still 25 millions more than a year ago.—May 25.



It rained in Western Kansas today and the bear was glad.—June 1.



Weather market keeps them all guessing.—June 8.—Zahm's Red Letter.

Wheat thrashing began in Texas about June 1 and by June 3 new grain was moving to local markets.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

IMPROVEMENTS, ETC.

Editor The American Elevator and Grain Trade: We are making extensive alterations and improvements on our elevator at this place. We are erecting a new cupola and lengthening the elevators, installing new automatic scales, as well as constructing additional large storage bins which when completed will double our present capacity and increase our facilities in every way for the handling of the Kaffir crop marketed at this point, of which there is an increased acreage being planted this season.

Yours truly,

Augusta, Kan.

J. C. HAINES & CO.

THE MET COW PEA.

Editor American Elevator and Grain Trade: I enclose an original essay on the cow pea, which is good reading for young farmers:

"This tropical plant has been acclimated to the short season of hot weather in Missouri, and because of rapid growth they cover the soil, overshadowing and outgrowing such useless plants as pursley, amaranth, ragweed, mallow, vervain, iron weeds and jimson or stramonium. The cow pea is becoming a source of profit, as well as preparing the land for the crops which follow. The peas, like all leguminous plants, enjoy a slight shade, and therefore are usually planted among corn, and pastured or else gathered for ensilage. Corn is planted in drill rows every 10 inches, rows being placed 5 feet apart; peas are covered when corn is being laid by. The cow pea grows rapidly, and covers the soil like a mat, which causes the land to retain moisture during the heat of summer. These 'met' cow peas may be pastured, or they may be allowed to grow until the weather becomes frosty, when the leaves are shed. During the month of October the air is too chilly and damp to permit of making hay. The peas having ceased to grow, the vines are dragged out by the roots and transferred to a pen in barn and mixed with well-cured hay or fodder corn, layer after layer, and stacked up as high as convenient. The mass is then covered with boards and weighted so as to exclude air. Fermentation soon commences. The silage is used in January, February and March. It is relished by stock.

"These 'met' cow peas are in some parts of Missouri sown on stubblefields after small grain has been harvested. The pea crop often is more valuable than that of the wheat which it follows.

"Let the planter not get so forward as to put these Southern Beans into the soil until it is warm. August first is not too late."

Yours truly,

St. Louis, Mo.

CHAS. E. PROUTY.

EXCHANGE AT DENVER.

Editor American Elevator and Grain Trade: On May 12 we established in Denver a regular official market, and are doing business under the name of The Denver Grain Exchange Co. As chief inspector and weighmaster we have secured the services of Mr. L. C. Hine, who for the past several years has acted in the capacity of inspector in Omaha, under Geo. B. Powell. Mr. Hine comes to us highly recommended by Mr. Powell, also by the larger dealers in Omaha, as being a man of exceptional ability along this line, and his integrity is unquestioned. We secured an inspector out of Omaha as most of our business is done in Nebraska, and we wanted a man for this position who was well known to the trade with whom we are doing business.

All grain being purchased in Denver at the present time is on Denver terms; and it is the intention of our members to make Denver an attractive market for all shippers, by maintaining a high standard of service with them. Any shipper sending his grain to Denver will be more than pleased with the returns, and we would be glad to have you advise your readers of the fact that we are regularly established and ready for business along the same lines as the terminal markets of all other centers.

We do not think it wise to consign grain to Denver at the present time, on account of the fact that our market is somewhat limited; that is, we have not the outlet that the Missouri River markets have for grain consigned. There is a very large amount of grain sold in Denver, however; and it is well worth while for grain dealers to investigate our facilities and get in line for doing business on the Denver market.

It is the intention to add any dealers in Colorado who have proper facilities for the weighing of grain; and we will appoint an official weighmaster at these plants and put them in position to buy on Denver terms. Of course, all grain bought on Denver terms will be inspected in Denver, but the weighing will be done at the different plants outside of Denver under the supervision of Mr. Hine.

In regard to rules and regulations governing grades: We will state that we have adopted the Omaha rules so far as wheat, corn and oats are concerned. Our reason for this is, as already stated, the fact that we buy 95 per cent of our grain in Nebraska, and we want our rules to conform to theirs as closely as possible. We think that the Omaha rules so far as corn, oats and wheat are concerned, are practically the same as all other Missouri and Mississippi River exchanges.

We will thank you very much to give our Exchange publicity in your columns.

Sincerely yours,

JAS. A. McSWIGAN,

Pres. Denver Grain Exchange Co.

REPLY TO MR. GOODMAN.

Editor Elevator and Grain Trade: At the Illinois Grain Dealers' Association meeting held at Decatur, Ill., June 7 and 8, 1910, President Geo. D. Montelius in his address stated:

"One line of business that is taken up by some members of the Board of Trade which is doing more to turn the public against future trading in grain and damning the boards of trade, is the establishing of private wire offices in country towns. In order to make it pay, they induce the farmers and young men working by the month to trade on the Board; and I would recommend that boards of trade take some action to stop this line of business."

The *Journal of Commerce*, March 29, says:

"Here is a man who gets on a train at Kansas City and rides to Dodge City. He looks out of the car window; but the air is full of dust and the wind is blowing a gale. If such is the case, he cannot see a hundred yards on either side of the railroad track; and yet he immediately wires in a report that, based on his observations from the train, the wheat prospects are very poor. Here is another man who says the proper way to speak of wheat in certain counties is, there is no wheat. In other words, the crop killers have completed their job, and it is all over. Here is a well known crop expert who motor a hundred miles a day. That is quite a bit of traveling over country roads and doesn't allow much time for getting down and going into the fields to make thorough examinations. That it is superficial and unreliable is shown by the fact that another man going over the same ground a few days later finds that while wheat looked very bad from the road as soon as it was carefully examined it was shown that its brown tops merely hide green roots."

Jos. F. Pritchard says: "The average speculator should look over conditions carefully and feel certain that the buying side is the correct one before loading up with a line of wheat that may stick to him, not unlike a horsefly sticks to a fat horse on a hot day."

The *New York Post* stated that the services of a crop expert with any reputation costs about \$5,000 for the season. It is not always that the commission houses employing the experts obtain enough new business on the reports of the crop experts to pay the expenses. Unless the reports are held back and distributed over a private wire system before being given to the trade in general, the houses secure little exclusive benefit.

What crop experts want is calamity and disaster to make people buy wheat and sell stocks. The effect on the human mind of reports of crop damage, or fear of it, has been the cause of violent advances in prices, which later developments proved to have been unjustified by the facts.

Sec'y Coburn of Kansas denounced crop killers as follows on April 30, 1910: "Killing the Kansas wheat crop by gentlemen with whom killing is a business, or who obtain sustenance, notice or notoriety only through proclaiming the discovery, invention or presence of some new destroyer, is now being industriously carried on by telegraph. As a season progresses and the crop killers discover themselves lacking other resource, they proceed to find in some alleged insect, such as the green bug or malodorous chinch, ready mount upon which to ruthlessly charge across and lay waste a five- or six-million-acre wheat field, leaving behind (in the newspapers) little but desolation and distress."

On Feb. 21, 1910, Jos. Pritchard stated: "With warmer weather we shall see a big market in wheat. Crop reports are more than likely to claim marked deterioration for a time. Farmers as well as some of the crop experts will jump at conclusions. O. K. Lyle for S. B. Chapin & Co.; B. W. Snow for Bartlett Frazier; Peter Goodman for Clement-Curtis; John Inglis for Logan & Bryan; Le Count for Finley Barrell,—there will be enough crop reports in next few weeks to keep the speculative world guessing, as they will come from all sections of the winter wheat belt and will be of more colors than a rainbow."

A sample of a crop report issued by John Inglis from Grand Forks, N. D., June 30, 1910, says:

"Have made the circuit where the largest acreage is. Today the hopeful feeling for much of a crop has vanished. Was through this country in 1883, memorable for a dry one. Wheat that year improved some the last two weeks in July. Covered also this same territory in 1900, when there was no

rain until July 3rd; but this year is different from the others in that seeding was early, getting a fair start. Two years ago much of Ward County and the Missouri Slope was badly burned, but that was only in special localities. Never have I seen such a widespread devastation in North Dakota. There are streaks of wheat that will make possibly 8 to 10 bushels, but 60 per cent of the area is almost hopeless. No use in making figures of what the state will produce yet. Some places the late wheat looks as if it would make something under favorable conditions, and again large areas of late wheat are burned to the root and *vice versa*. Some places early wheat making head looks as if it would fill, and again have been in fields heading where only one, two or three kernels coming. My message from Larrimore was made as hopeful as I could make it. On leaving Larrimore, got back into wheat absolutely gone. Today has been another severe one; 98 degrees in the shade, wind blowing strong. Really, rain cannot make a crop, but will help a little. Hay is almost a failure through Northwestern states. All crops are gone here. Rain would give them a chance to raise forage yet. It is the most disastrous year in history."

Under date May 23, 1910, Clement-Curtis & Co. issued the following:

"We have 32 reports this morning from central and southern Illinois, which indicate widespread injury to the growing wheat and a very expansive infestation of hessian fly. A number of our correspondents now report that the wheat is falling, and this condition will be a growing one until the harvest period, and until then the full extent of the fly damage will not be known. The worst reports are from the heaviest wheat counties; not over half a crop is indicated in St. Clair, Madison, Randolph and Pike counties, which are the largest in the state. Of the twenty-two counties today the average condition is 60 per cent of normal."

New York, June 1, 1912.

Yours truly,

W. H. SMITH.

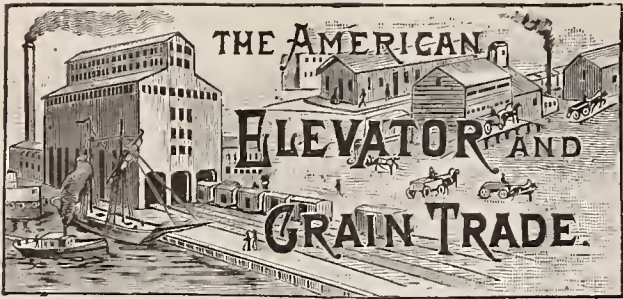
NEW KAFFIR MILL.

In order to avoid the waste of the forage that Kaffir corn provides in addition to the corn, a large rancher in Ellsworth County, Kansas, has invented jointly with an alfalfa mill builder, a mill for reducing both the forage and the grain of Kaffir to a meal. The fodder and stover are quite as valuable as the seed, having equal or more carbohydrates and fat than the seed and only a little less protein. "The rancher in question," says a writer in the *Country Gentleman*, "found that his cattle and hogs wasted stover heavily. They ate the grain and the leaves but left the stalks on the ground. They would starve before they would eat the tough fibrous matter. He set to work to discover a plan of utilizing this waste. He studied the alfalfa meal mills and had some Kaffir corn ground in an alfalfa mill. This was not successful. He found he had to have a mill of special design to handle the Kaffir corn."

"He hunted up a man who had invented a new alfalfa mill and took him out to the ranch. Together they designed a Kaffir cornmeal mill that really does the work. This mill is an adaptation of the alfalfa mill. The most marked difference is that the latter is a single-cylinder and the former a two-cylinder machine. The Kaffir corn mill has a feed roll to take in the stalks, while the alfalfa mill gathers in the hay more like the feeding of a threshing machine. The upper cylinder of the Kaffir corn mill was the shredder cylinder taken from an old shredder; the lower one was taken from an ordinary threshing machine. In both cylinders the teeth are a little shorter than in the shredder or threshing machine. The upper cylinder has concave teeth, and as these teeth cut up the stalks a beater just back of it beats the shredded stalks down into the lower cylinder. The lower cylinder is partly surrounded by a screen of No. 12 wire, four wires to the inch, and the meal is kept pounding until it is chopped fine enough to come through this screen. The meal comes out not over a quarter of an inch long and quite fine. A blower carries it to a bin." The machine costs about \$1,500 and calls for about 60 h. p.

While Kaffir fed in the rough was not a good ration the meal is for hogs more particularly, both as pigs and hogs; while experiments with dairy cattle have been most satisfactory, the ration for flow and quality of milk being equal to bran.

The Census and Statistics Office of Canada says that, of a yield of 215,851,300 bushels of wheat harvested last year, 188,255,000 bushels, or 87 per cent, were merchantable, and that at the end of March 58,129,000 bushels, or 27 per cent of the whole, were yet in farmers' hands. Of oats, which last year gave a yield of 348,187,600 bus., 310,074,400 bus., or 89 per cent, were merchantable, and the quantity in hand at the end of March was 153,846,000 bushels, or 44.18 per cent. Of barley the yield in 1911 was 40,641,000 bus., and of this quantity there was in hand at the end of March 18,235,000 bushels or 32.56 per cent. The merchantable yield was 36,683,000 bus., or 90.26 per cent.



Published on the Fifteenth of Each Month
BY

Mitchell Brothers Publishing Co.

OFFICE:

Manhattan Building, 431 South Dearborn Street
CHICAGO, ILL.

HARLEY B. MITCHELL.....Editor
A. J. MITCHELL.....Business Manager

Subscription Price, - - - \$1.00 per Year
English and Foreign Subscription, - 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon applications.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JUNE 15, 1912.

Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

THE COTTON GRADING BILL.

One very important feature of Senator Smith's bill to regulate trading in cotton futures may be in danger of being overlooked by the grain trade; for reduced to the form of law, approved by the courts, it might become an uncomfortable precedent in the making of any rules or regulations that might be intended to govern the grading of grain in interstate commerce. Senator Smith's bill, therefore, provides that all sales of cotton in interstate commerce—and the larger proportion of sales by Southern cotton merchants to spinners, generally for future delivery, is interstate commerce—must be only of such grades of cotton as are represented by the "official standards" of the Department of Agriculture, a restriction that might mean, under certain crop conditions, as it has already meant, the withdrawal of a very large part of a cotton crop from interstate commerce altogether.

Now, the analogy to the grain trade is here. The Department may be expected to promulgate, possibly during the coming few weeks, at any rate, within a year or so, certain "standard grades" of grain, wheat and corn, at least, which will then be the official standards by which the quality of grain moving in interstate commerce will be tested by agents of the Bureau of Chemistry, a procedure which, as now all, we believe, appreciate, is practical "Government inspection"—the only Government inspection the laws may ever provide for that will "stick." If these standards should be constituted as the standard cotton grades have been constituted, from an ideal or academic standpoint, rather than for the practical necessities of commerce and trade, one year with another, then the trade might be likely to come face to

face with a condition even more vexatious than would result from the enactment of Senator Smith's cotton bill. For while the worst provision of the Smith bill might be voided by the spinner's buying cotton in the state of its origin in person on the spot and forwarding it to his own mill in another state, the grain penalized as obnoxious to the pure food law could not be forwarded, even by a buyer intrastate to his own place of business in another state, without danger of seizure and destruction as an "unwholesome food product." The "standard grain grades" proposition is one that will bear cogitation and watching.

DR. WILEY EXPRESSES HIMSELF.

If there were hitherto any lingering doubt of the unfairness of Dr. Wiley's attitude toward the grain trade in the manner of the enforcement of the pure food act, his apology for his attitude or policy in that matter, as it appears in the June number of *Good Housekeeping*, will surely remove it. Whether Dr. Wiley's present heated temper is the result of the visible outcome of the Washington conference of the trade with Secretaries Wilson and Nagel or had its origin prior to that event, matters little. It is evident that a man who can see in the protests offered by the trade against Dr. Wiley's manner of enforcing the law as to grain only a deliberate and malicious purpose, solely for the purpose of filthy gain, to sophisticate with "decayed, rotten, moldy and misbranded grain" the bread grains from which millers must grind their flours, is not one fitted by temper or by natural gift of self-control to execute any law fairly and judiciously as between man and man.

It is quite beyond our purpose to review, much less to confute Dr. Wiley's *Good Housekeeping* article; it is always most difficult to make a satisfactory answer to any argument cast in the form of a demagogic appeal to the uninformed; but when Dr. Wiley quotes Mr. McCaull's speech at the conference to sustain his own (Dr. Wiley's) position, and apparently hopes by the entire article to annoy the administration by striking at the grain trade, one can only throw up his hands and say of Dr. Wiley, as to this matter, as Voltaire did of the Prophet Habbakkuk, or as Napoleon did of the father of a family, "*Il est capable de tout!*"

BANKING ACT REFORM.

Two addresses are noticed in this issue on the subject of banking reform. Emanating from different but allied sections of the general campaign of the National Citizens' League for reform of our banking laws, the addresses have the same theme and some ideas in common, but the matter of each was materially different. We have had also on our desk for some weeks another address on the same general subject but taking the other side and opposing the reform movement, made by an Omaha gentleman, to the representatives of the farmers' grain companies, which it will be only fair perhaps to some day publish.

The Omaha gentleman, however, it may be premised, treats the proposed reform as a new method of currency inflation, to give the banks

greater profit; whereas, as commonly understood, the main object of the reform movement is to facilitate the mobilization of credits in order to stop the American banking necessity, created by our laws, of reducing the volume of credits—loans to business men at the very time when no calling of loans should be made—when more credit, not less, is needed; to-wit: at the hour of a financial crisis.

"Financial panics" are peculiarly an American institution, unknown—at least as we know them—in Europe. There they have, of course, the same commercial depressions that we experience, but not our "panics"; and this fact is due to their banking system; and while Great Britain, France, Germany and Belgium suffer as we do, and all generally simultaneously with us, from depressions, the crises are less serious abroad than they are here, simply because there the laws permit the necessary expansion of credit at crises, while our laws compel a curtailment, bringing about the very trouble the reserve requirement was expected to prevent. It is especially this defect of our system it is now hoped to reform.

THE INSPECTION HEARING.

The hearing of May 27 on the McCumber bill opened inauspiciously; for it transpired that the *New York Journal of Commerce* (from which this paper obtained them) had been deceived by what purported to be a report on the bill filed on May 7 by the sub-committee, giving eleven reasons why the bill should pass; whereas no such report had been made, the only report being in fact one written by Senator Crawford of the sub-committee, of barely a hundred words, approving the bill and recommending its passage. Appearing, then, before the committee, under the impression that the "eleven reasons" had formed a part of "the report" to the general committee, the representatives of the trade were at once put in the false position of objecting to something actually non-existent. The committee were generous, however, in spite of Senator McCumber's equivocal protest against being "imposed upon," and the hearing proceeded.

Yet the case made by the trade can hardly be said to be a strong one. It was evident that the objectors' case was disorganized by the *faux pas*; and they no doubt realized that it is as difficult a matter for a litigant to radically change the character of his defense when once his trial has begun as it is for a general to change his plan of attack and rearrange his lines when actually under fire. No one reading the record will question the good faith of the representatives of the trade and their desire to show that the McCumber bill is futile because the trade is actually doing of its own motion for uniformity of grading what Senator McCumber thinks he is trying to do with his bill; and of course Senator Gronna was not slow to reverse the proposition and ask: "Why then, object to what we propose to do?" To this, candidly, Mr. Culver's rejoinder, that "politics and the grain business do not mix well," was rather a begging of the question than an answer, and could hardly have impressed a body of Senators.

It seems to us the objection of Mr. Corneli-

son was the only unanswerable one, to wit, that the Government has no power to establish the system proposed. (See his answer to Senator McCumber on page 650.) Mr. Cornelison's citation of the Kansas City packing house case (often referred to in these columns since the decision was rendered), it will be seen, completely upset Senator McCumber, who was compelled to admit that the Government has, in fact, no authority to inspect meats; but, he urged, inspection is consented to by the packers (because it is a benefit to their business) and the people prefer to buy inspected meat rather than non-inspected; *ergo*, he argued, "the people" would prefer to buy Government inspected grain. It is barely possible some people might; but so long as some shippers might (as they certainly would) object to National inspection, it could not be enforced. What then would be the use of setting up such a system, like a ragbaby at a fair, only to have it demolished by the courts on the first complaint and create confusion in the trade in the meantime?

It seems to us this view of the case—the really convincing objection to the bill—was passed over too lightly by the objectors.

TWO DEFECTS.

Emile Faguet, a French publicist whose recent keen political treatise bears the striking English title, "The Cult of Incompetence," says that "one of the essential qualities of the legislator is to show discretion in changing existing laws." A similar discretion should restrain the legislator from penalizing trade customs that lapsing years and the experience of men have shown to be not merely lawful but essentially useful functions of business. The anti-futures bills now in Congress go further and would penalize practices that the courts of this country and Great Britain have hitherto declared to be legitimate, both in origin and in result. In passing in 1905 on the Christie bucket-shop case, Mr. Justice Holmes of the U. S. Supreme Court said:

Agreements made on the Chicago Board of Trade are in the nature of contracts. The fact that contracts are satisfied by setoffs and by the payment of difference detracts in no degree from the good faith of the parties; and if the parties know when they make such contracts that they are likely to have the chance to satisfy them in that way and intend to make use of it, that fact is perfectly consistent with a serious business purpose and an intent that the contract shall mean what it says.

This is the very thing that these laws seek to abolish—to forbid trades in grain and cotton that are closed by setoffs and payments of differences, acts inherently no more non-moral than building a house and selling it at a profit.

Can such a right of contract be taken away by statute? Without answering directly, it may be here asked, can it be taken away by the laws proposed? And this suggests the other question whether the acts sought to be forbidden by the Congress are matters of interstate commerce, the only sorts of business over which Congress has control. Very excellent authority holds that they are not. "All contracts for the future delivery of cotton" [or grain], says the New York *Market World and Chronicle*, "under the rules of the exchanges must be made between persons physically present on the exchanges; and

hence in the narrowest and most technical sense they are intrastate and not interstate contracts." This view is true, of course, whether the acting broker knows his client may have intended only a trade that might be closed by setoff and payment of difference—"margin"—or not.

The constitutional provision giving the legislature and the courts power over interstate commerce has been already stretched to cover many remote contingencies; but it can hardly be expected to cover these additional propositions without breaking somewhere.

BILL OF LADING DALLIANCE.

One of the most aggravating pieces of legislative dalliance is the treatment of the bill of lading bills by Congress. The subject matter is not popular, in the sense that any very considerable portion of the voting men of the country are actively interested in the passage of a bill of any kind relating to bills of lading; hence as the carriers are not free from indifference to such legislation the Pomerene bill hangs fire while the much less desirable Clapp bill is "doped" from time to time with inconsequential amendments merely as excuses for keeping it alive to stand in the way of better things. If by some sort of legerdemain the bankers and the several lines of trade interested in a scientific order bill of lading could succeed in building a political fire under the Senate that could be extinguished only by action on the substitute Pomerene bill, there might be hope for its early passage and a definitive settlement of the bill of lading problem; but the outlook now for this is certainly discouraging.

THE WEIGHT QUESTION

It is uncanonical of course to attribute to "the enemy" a justifiable motive; but Mr. Meagly of the Santa Fe—than whom no one railroad one has, we believe, paid it more attention in a thoroughly conscientious way, in order to arrive at truth and a means to an honorable and honest adjustment of the shortage problem in the transportation of grain—has again justified the wisdom of asking him to talk to grain dealers on the shortage question, as he did at Oklahoma; for every subject of sufficient moment to seriously engage men's attention has at least two points of view, often several, as has this "shortage" problem.

Mr. Meagly's paper elsewhere in these columns is worth reading on general principles; but there is one thought suggested by him that is worth more than merely the reading. Now that the associations have undertaken, and very properly, the enforcement of payment of claims for losses, it may be up to them to enforce, in such way as they may be able, a systematic inspection and adjustment of defective scales. This is only fair under the circumstances. Smith files a claim for shortage and makes his proofs without a flaw and bases his proofs on the showing of his own scales. There is no defence against his proofs; *prima facie* they are impregnable. But suppose the scales are not accurate and the shipper, though the most honest of men, may be unwittingly lying—stealing unconsciously, from the carrier?

Scale inspection should be compulsory, at regular intervals, if the associations insist that the

claims for shortage they vouch for shall be paid when the proofs are made in form and manner prescribed, which means that the supported affidavits of shipping weights shall be—as they must be—taken as final. This order would be no hardship; for many shippers' scales steal from their owners as well as for them, neither of which alternative is honest.

ON ARBITRATION.

In considering the papers on arbitration printed in other places in this paper, one is reminded of the opening sentence of that majestic sweep of Webster's eloquence, the "Reply to Hayne"—

When the mariner has been tossed for many days in thick weather and on an unknown sea, he naturally avails himself of the first pause in the storm, the earliest glance of the sun, to take his latitude and ascertain how far the elements have driven him from his true course.

"Let us imitate this prudence,"—not that in laying stress on the arbitration feature of all association work of the day the trade has been driven from its true course; but, rather because it is interesting to note how far in doing so the associations have progressed toward a rational solution of the friction of commercial disagreements and how far the law, too, has gone to support and to enforce, in the form of judgments, if need be, the findings of commercial arbitrators.

First, however, let the address made by Mr. Ledgerwood before the Texas association be read as a hint to necessary conservatism; for, as this gentleman has shown, while the courts encourage arbitration to a full measure consistent with public safety and the preservation of the courts themselves, as indispensable factors of our social system, there is still a limit within which only may associational arbitration be insisted upon. The enthusiasts will be benefited by a reading of the presentation by Mr. Ledgerwood of this limitation.

Turning to the state of New York and the act supporting the arbitration system of the New York Produce Exchange, one can but express surprise that, in a state encumbered with an almost impenetrable legal morass of a "Code," so admirable a trail out of the tangle should have been provided as this very act.

Considering, then, the speed, the economy and the satisfaction to all parties to actions, with which every-day differences in trade are being adjusted by current arbitration rules and committees, one can hardly escape the thought that the man or the commercial body that refuses to arbitrate a difference is either stubborn, insincere or hopelessly out of touch with the commercial spirit of the times.

The election of President Metcalf at Peoria was a graceful way of recognizing his good service and faithful attachment to interests of the Illinois Association. Some of us may have at times disagreed with him, perhaps, or with the policies of the directory as a whole, as to some matters in regard to which there may have been an honest and entirely disinterested difference of opinion; but as to Mr. Metcalf's entire sincerity of purpose, dissociated from his personal gain or loss, we think no one will for a moment harbor a doubt, who knows the man.

EDITORIAL MENTION

Do you know how much per bushel it costs you to handle corn or oats!—not a guess?

Peoria is a royal entertainer, for sure; and that, too, without a disproportion of the characteristic corn product of the city.

More and more elevators in Northwestern Ohio are now buying grain strictly on the grade; and there is not half the "disorder in camp" there once was thereabouts.

Pontiac, Ill., reports the appearance of "seven[teen?]-year locusts" "by the millions," and that farmers fear damage to crops. But as the seventeen-year locusts never leave the woods, their effect on "crops" is *nil*.

The *Pantagraph* comforts one with the assurance that May of 1908 was as cold as May, 1912; yet in 1908 the crops came out all right. At this writing, June 7, it is still cold enough for fires and overcoats; but here's hoping.

Mr. Meagly's suggestions to grain shippers will go a long way to prevent losses and errors as well as to pave the way for shippers who take his hints to collect more easily for the losses they may suffer. Read them.

It will be good news "Out West" that the railroads are getting rolling stock into fit condition to carry wheat and other grain. The rule of "no betterment," in vogue since 1907, has filled the country with punk rolling stock that has caused much loss to the carriers as well as shippers of grain. The latter will heartily welcome a change of policy.

The Hall-Baker "grain mixing case" was finally argued at Minneapolis on May 28 before the U. S. Circuit Court of Appeals, just a year (less fourteen days) since Judge McPherson at Kansas City sustained the Government libel against the grain. In due time, if we all have patience and the gift of old age and lawyers are willing, we shall read a final decision.

After all, the interest charge complaint is largely founded on misapprehension. And surely the shipper who must have money and draws to get cash before his grain arrives and can possibly be settled for, can hardly expect to have the use of the cash for nothing. He would not expect his own home bank to loan him the money for the same period without charge; and because the receiver makes a similar charge it can hardly be called unfair.

The Lavinia Grain Co. of Lavinia, Ia., is seeking one S. H. Bartlett, erstwhile of Baltimore, Davenport, Ia., and now traveling for his health on the lakes, who is wanted to settle for an account of \$1,700 for grain sold.—Davenport Times.

Well, as long as country grain shippers will patronize so-called commission men of whom they really know nothing, except that they promise "gold brick" investments, it is certain they will continue to get stuck. With a great many country shippers long years of continu-

ous business in the same line and place seems to be no recommendation of a firm, as it is to city people; and they are forever running after "strange gods" and forever dropping their money into strange places but in the very common and well-known way.

A Detroit real estate man who may be nameless here, recently got into financial trouble, necessitating a receiver. That was inconsequential, of course, but his reputation is forever blasted because it has since transpired that he, a Sunday school superintendent, had actually made a profit of \$1,793.75 on 'change in eight days in wheat and subsequently dropped it all and \$1.25 to boot in another deal. Now was the unpardonable sin—in Detroit—the deal itself or the dropping of the "ten bits"?

After many vicissitudes of peanut politics, the Illinois legislature has finally consented to an appropriation of \$30,000 in aid of the grain inspection office. This ultimate recognition of this immensely important public utility might, perhaps, justify withholding the remark that the present legislature, judged by the conduct of one or two more conspicuous country members in the House, barely escapes the reputation of being the most disreputable body this state has been afflicted with in many years.

At this writing Geo. F. Stone, the well-loved, still lingers on earth, but it is

Sunset and evening bell,
And after that the dark.

Those who love him watch this lingering passing, since it must needs be, with regret; for although it seems as if this rare spirit were loath to pass into the beyond, leaving so many he loved behind, there is still a feeling that to such a one as he night when it does come, might fall like the evening shadows of the far south—quickly:

I know the night is near at hand,
The mists lie low on hill and bay,
The autumn sheaves are dewless, dry,
But I have had the day.
Yes, I have had, dear Lord, the day,
When at Thy call I have the night
Brief be the twilight as I pass
From light to dark, from dark to light.

Some shippers complained at the Peoria meeting that Chicago receivers deliberately encouraged delays in deliveries and settlements with buyers in order to earn interest on advances. The statement was one born in the imaginations of the complainants and has no real foundation in fact. The rules of the Board forbid interest on advances beyond seven days; and many dealers happen to know that some firms, perhaps most of the larger receivers, pay men liberal salaries whose sole duty it is to trace cars in the yards in order to prevent delays of a single hour beyond what would be a proper time for delivery to the elevator or connecting line. Why do they do it? Well, in the first place, no doubt, in order to make quick settlements for their own benefit and then to render a service to the shipper. For most receivers have come to believe that the very best service they can render the customer is the service most profitable to themselves; for it holds old customers and is a good advertisement to bring in new ones. It

is really most unfortunate that some shippers should "darken counsel with words without wisdom"—make assertions, of the truth of which they are uncertain, or in fact know nothing; because this carping and unfounded criticism of reasonable things reflects upon the fairness of the association as a whole, that encourages it, and weakens its influence when it comes to reforming matters that actually need cleaning up from time to time.

The Commerce Court was again hit hard by the U. S. Supreme Court, in a case reported in another place, Chief Justice White in the opinion reading the court a sharp lecture on its real powers, which, he says, the court has been overstepping. The opinion is said to have given new impetus to the movement to abolish the court as a useless encumbrance on our judicial system. It is to be hoped that if this is done it will be done decently and in order by a specific bill for the purpose and not by attaching a rider to an appropriation bill. The trouble with the Commerce Court seems to be that it was intended to be a court of experts on railroad law; but the appointees to the bench unfortunately proved not to have been experts at all, not even to the extent of being able to extract from the law creating the court a correct idea of their own powers. Yet a court of real experts might be most desirable *per se*.

The decision in the Lichtstern case could not have been different, supposing, of course, that the court was convinced the defendant was handling its own grain in a public elevator operated by it. The law in such case made and provided is perfectly explicit—it cannot be misunderstood by any one. The law was designed to stop what in time past had become a palpable—a scandalous—abuse of privilege and opportunity. But unfortunately every good seems to have its *vis-a-vis* of evil; and it is not impossible, although it may be improbable, that this decision, coming in the same form as it once came before, may take the same form of danger to the Chicago market of a threat to deprive it of the public elevator. The elevator properties are owned by the railroads for the most part but are operated under lease by private parties and corporations who may now elect to operate them as private houses. Such a threat was once before made; but this market evil was averted because the absence of the public elevator system would be no doubt as great an inconvenience to the great private elevator operators as it would be to the small ones. But what is needed now is a permanent remedy for this continuing menace to the market; and that remedy it would naturally occur to most of us would be a reversal of the ancient Illinois Supreme Court decision, that a common carrier may not under its charter act as a public warehouseman. Such a ruling might have been entirely proper years ago when marketing methods were entirely different from the present, when as to grain both the law and the railroads concede the necessity of railway elevators to handle that grain as an article of commerce, else why the "allowance" so long fought over? What is now needed is legal compulsion of the carrier to provide at all terminals and to operate there

elevators as public houses and not as corporate privileges granted to certain individuals to the possible detriment of the general grain handling public who must use these houses as patrons of the common carriers.

The Illinois Association now has a new constitution and by-laws in force and effect. Read it, Mr. Shipper in Illinois; if you are a member you must know the law of the Association; if you are not a member, read it to see what the Association has to offer you.

The leaders of the Grain Growers of Manitoba are now predicting that interest rates are to be raised by bank mergers in western Canada. But these gentlemen have of late been predicting so many things that did not happen one is beginning to be suspicious of their prophecies.

The Illinois convention, to which much space is devoted in this issue, was distinguished as one of the best attended on its record, nearly 600 persons having registered, or 140 above the previous record. The minutes need no comment; but read them, Mr. Reader, and find some good things there said that you may not have known before; at least see them again from a new angle.

The fact that at their recent convention the cotton spinners protested against the passage of the Smith and Bealls bills to regulate trading in cotton futures as "handicapping manufacturers in meeting the competition of foreign spinners," does not seem to have greatly impressed either Senator Smith or Representative Beall. Neither seem to think with the late Senator Dolliver that these are matters for business men, which "us legislators had best let severely alone."

A great deal is being made in Iowa, as if it were a unique case, over a jury verdict against the C. & N. W. Ry. Co. for \$91.89 interest and costs as damages to a complainant, a part of whose grain was lost in transit. The case is unusual only in that losers of grain by leakage in transit seldom sue, for obvious reasons; but Iowa law would be queer, indeed, if it did not hold the carrier liable for every pound of grain the shipper can prove he put into a car and turned over to the railway, that is not delivered to the consignee.

Mr. Ledgerwood's advice to the Texans on the voluntary assumption by members of trade associations of the contractual responsibilities imposed on them by the Trade Rules adopted and in use by the given association and the automatic action of those Trade Rules as parts of the contracts of intra-membership, is timely and illuminating; and it emphasizes the importance of careful study of the Rules by members of the associations providing such implied conditions to contracts made between members. All arbitration committees declare time and time again that ignorance of the Rules, imperfect specifications and slipshod work in making confirmations are the cause of many arbitrations that have grown out of differences that should never have occurred, and would not have oc-

curred if due precautions had been taken. How much more important is care in all these respects when such differences, when brought before the arbitrators, are subject to settlement according to the Rules—the laws of the association, which are a part of but which do not in actual letter appear in the contracts to which one or both parties may have paid no heed.

A conference was held at Chicago on June 1 by the U. S. Reclamation Service and the railroad men; and Director F. H. Newell is quoted as saying that, "We want to do everything possible to revive the old spirit which years ago caused Eastern people to 'go west' in large numbers and which in recent years has been on the wane." Is it possible that a Government employe of Mr. Newell's rank does not know what nonsense he is talking: of trying to revive the old "go west" spirit when there is no West to go to? Uncle Sam long since gave away all his choice lands that drew Eastern men to the West; and even now he has planned his reclamation service in such a way that its effect is to put the best of the reclaimed lands into the hands of the land sharks rather than into those of *bona fide* settlers. There will never be seen again on this continent the old "go West spirit"; not simply because "the West" is gone with the wild Indian but because every change made in Uncle Sam's land laws of late years has been made for the benefit of the land grabber far more than for that of the type of honest settler who went West in the old days.

Making note in his report that a grain dealers' mutual life insurance company of a neighboring state advertises in Maine its automobile department, taking risks on the low cost mutual plan, the Insurance Commission of that state calls attention to the state laws of 1911 levying 5 per cent on the premiums paid to "unauthorized" companies and that suits against or by "unauthorized" companies cannot be prosecuted in that state but only where the company is "domiciled." The commissioner is entirely disinterested, of course; he only wants the public to be familiar with the law. All of which is simply a reminder that Maine, too, is like all the rest: "agin the mutuals," to start with, and quite in line with the general policy of legislators to hammer the insurance companies on general principles, as if insurance were some sort of an illegitimate business. And, by the way, the methods the "old line" companies sometimes use in the lobby to knock the mutuals might help to create the unfairness of the public toward themselves they perennially complain of.

Mr. Legerwood's remarks to the Texans on the status of members of a grain trade association are timely and valuable. One is not quite sure that members of trade associations really understand their own relations toward those bodies. Yet it is common sense that a man who voluntarily affiliates himself with an association of men in like business should hold himself in duty bound to act as the majority elects to order and the fundamental law prescribes. There is no hardship in this, because all our associations are democratic, deliberative and legislative

bodies. Since every member has equal rights in the legislative sessions of the association, it is his own fault should legislation distasteful to any member be enacted during his absence: he has no just right of complaint about any matter to which he failed to make objection at the proper time or which he allowed to pass during his presence without objection. Having exercised all his rights, if, then, a member cannot consistently live up to the rules and regulations and arbitration rules, legally provided, he may then resign; but in resigning he ought not to try to repeat the Samsonian act of pulling the house down on others as well as himself.

It is difficult to pick up a trade or secular paper that is interested in better crops, without finding a derogatory comparison of American with European farm results and of the apparent fertility of European soils with our own, in our older agricultural states. It is true that Europeans may not talk of "worn out lands" in the same way we do; but they recognize the fact that soils do wear out and that it must be prevented. In this, however, the European farmer is no more to be felicitated as a wise one than our own is to be despised as unwise. Each must be judged from a different point of view. M. Yves Guyot has cleverly said that economists have no dogmas, but that there is one sure criterion that may be applied to distinguish the true from the false, and which may be called the one dogma of political economy, and he names it "Economy of Effort." Every man, when permitted by environment, circumstances and the laws, will satisfy all his wants by the greatest "economy of effort." Now that is just what the American farmer has been doing, just what he is doing now, just what he always will be doing. That he has had no need in the past to conserve anything or to farm intensively is due to his fortunate situation on a virgin continent: it has been more economical for the individual to wear out land and move to new land than to "conserve" his old land. We may be sure the European farmer did his farming in ancient days in just the same way; that is the reason man has always been "going west." That the American farmer will one day find himself in the same necessity of intensive farming that the European now finds himself in is as sure as anything in the future can be; because having made his living in the early days of a virgin continent by "economy of effort," his soil, too, at last will come to call for more fertilizer and scientific farming, and for the same reason that he farms loosely now he then will try to get his living by that same "economy of effort," which will mean utilizing fertilizers and methods of culture and machines that will give him then, as they do now, the greatest return per unit of labor. The large yields abroad are enticing, but as a rule they predicate more labor than our American farmers are as yet willing to expend to get them. In other words, it does not now pay an American farmer to farm to get the same number of bushels of wheat per acre that the English farmer gets, not always at a fair profit to himself, because the American or the South American, farming newer lands, can undersell him.

TRADE NOTES

The Barnett & Record Co. of Minneapolis, Minn., has been awarded the contract to build a 1,000,000-bushel elevator for the Canadian Pacific Railway at Transcona, Man.

L. J. McMillin, manufacturer of the Automatic Dump Controller, Indianapolis, Ind., reports an unusually large number of orders for the dump controller from all sections of the country.

The Albert Dickinson Co. and the Chicago Dock Co. of Chicago, Ill., have purchased a tract of about fifty acres on the south side of the Drainage Canal and the Panhandle Railroad for a consideration of some \$200,000 and will erect thereon a large warehouse.

The Morris Grain Drier Co. of Milwaukee, Wis., in presenting the merits of its grain drier to the public this month, makes the claim of even drying, retention of the bright and natural appearance of the grain after drying, and the insurance of its keeping qualities when the proper amount of moisture has been eliminated. These and other facts are set forth in the company's advertisement which appears in this issue.

In a reprint from the "American Elevator and Grain Trade" the Ellis Drier Company of the Postal Telegraph Building, Chicago, is sending out a pamphlet fully illustrating the Armour Grain Company's Floating Drier on the Steamship Helena, Chicago. Since the first appearance of the article the steamer Helena has been equipped with a complete wireless system and with full cargo of kiln dried corn steamed to Buffalo, N. Y., where she will dry Canadian wheat for export.

The Charter Gas Engine Co. of Sterling, Ill., has issued some new literature on their various types of gas and gasoline engines. This company, which has been in business over a quarter of a century, has out and still doing good work, engines which they built in the eighties. It is a far cry, however, from the early engines to the modern type which they build today and they will be pleased to set forth to prospective customers all the good points of the engines which they are now building. A request will bring their catalogue and full particulars on all engines built.

Mr. L. W. Beebe, a Nordyke & Marmon Company erecting engineer, who is installing the equipment of a mill built on the "N. & M. Co." system for Juan Jimenez Rodriguez at Pueblo, Mexico, writes that he is having an interesting time, with the excitement of the revolution all around him. He says the railway tracks are torn up in some places and that skirmishes between the rebels and federal soldiers take place almost daily within his hearing while working on the mill. Mr. Beebe is one of the few Americans who have remained in Pueblo since the revolutionary troubles began. Business in Pueblo and surrounding country he reports is at an absolute standstill.

The Grain Elevator Specialties Co., Ltd., of Winnipeg, Man., call attention in their advertisement in this issue to their Elevator Automatic Alarm Signal. By a very simple method installed in the elevator at small cost, this device gives an alarm by ringing of bells as soon as a bin in an elevator is full and the grain begins to back up the distributing spout. It also prevents the possibility of choked belts, and danger of fires from friction caused by belts being choked during the absence of the elevator operator. The device has been installed in over 250 elevators in Western Canada and it is expected that over 75 per cent of the Canadian elevators will be equipped during the season.

Many grain men will no doubt be glad to learn that the Huntley Manufacturing Company of Silver Creek, N. Y., are now in position to supply them with their art display hangers. This company has recently obtained another supply of these hangers, their former supplies having been completely exhausted. These hangers are a very attractive piece of display matter that elevator and grain trade men will be glad to hang anywhere in their offices. They are sent free of charge, carriage paid, anywhere in

the United States to any established grain dealer. This is an excellent opportunity to get a high-class piece of attractive advertising without cost. Anyone desiring them should send direct to the company at their home office.

Elbert Hubbard, the sage of East Aurora, has compiled a list of the world's twenty greatest men about which he has built an essay. Mr. Hubbard's essay is done into book form by the Roycrofters and the title is "Joseph Dixon, One of the World's Makers." Mr. Hubbard refers to Joseph Dixon as "a man whose work has profoundly influenced civilization, yet strangely enough, a man of whom the world at large knows little." This tribute to the founder of the Dixon Company is well worth reading, especially by those who wish to learn more of the character of this truly great genius or by those who admire Mr. Hubbard's vigorous pen. Owing to a limited edition of this booklet, copies cannot be distributed except by request. The Joseph Dixon Crucible Company, Jersey City, N. J., will be pleased to honor such requests.

To keep pace with their growing volume of business and to give their usual prompt and careful attention to all orders, large or small, Nordyke & Marmon Company of Indianapolis, Ind., has found it necessary to enlarge its factory and office building. With the idea of keeping the plant as compact as possible, two additional stories, each 52 feet by 243 feet have been added to building "G." This gives to the already large factory, an addition of 25,300 square feet over its previous working space. The new office building will be two stories high, 43 feet by 155 feet, containing 13,300 square feet of floor space. On the first floor it will house the executive offices, the general offices and on the second floor, the enlarged drafting rooms. These additions give the Nordyke & Marmon Co. a total addition of 38,600 square feet working space. They are but the latest evidence of the regular, healthy growth of this company during the past 60 years. This steady expansion is the result of the production of milling and grain machinery that gives its users the most for their money.

MACHINERY EXHIBIT AT LOUISVILLE.

An unusually large exhibition of grain and milling machinery was shown in the Armory Building, Louisville, Ky., during the week of June 3-8 in connection with the Seventeenth Annual Convention of the Fraternity of Operative Millers of America, which was held there on those dates. The following firms showed very complete lines of their grain and milling machines:

Barnard & Leas Mfg. Co., Moline, Ill.; exhibit in charge of C. D. Neal, W. S. Brashear, Wm. Ebert.

Richmond Mfg. Co., Lockport, N. Y.; exhibit in charge of James Richmond, H. H. Moyer, Jas. McDaniel, Joseph McHugh.

Huntley Mfg. Co., Silver Creek, N. Y.; exhibit in charge of F. L. Cranson, S. J. McTiernan, A. S. Garman, J. H. Foote, J. B. Ruthrauff.

S. Howes Co., Silver Creek, N. Y.; exhibit in charge of A. C. Barbeau, F. E. Dorsey, J. Q. Smythe, George Boss.

Nordyke & Marmon Co., Indianapolis, Ind.; exhibit in charge of O. H. Judkins, J. B. Cooper, Jesse Garber, H. A. Crook, W. F. Beaver.

Invincible Grain Cleaner Co., Silver Creek, N. Y.; exhibit in charge of C. N. Howes, C. H. Sterling, F. J. Murphy, F. H. Morley, C. Wilkinson, F. E. Kingsbury, C. L. Hogle.

The Wolf Co., Chambersburg, Pa.; exhibit in charge of H. W. Gladhill, A. G. Haulman, Frank Yeagley, P. M. Clark.

Sprout, Waldron & Co., Muncy, Pa.; exhibit in charge of J. E. Gambrill, W. R. Leathers, J. R. Olnhouse.

Fairbanks, Morse & Co., Chicago, Ill.; exhibit in charge of M. F. Cranshaw, G. W. Bowers.

The Knickerbocker Co., Jackson, Mich.; exhibit in charge of W. R. Knickerbocker.

Millers' National Insurance Co.; exhibit in charge of J. T. Caldwell.

Grain damaged by the fire in the Pollard-Bowling Warehouse at Fresno on February 15 was sold (12,600 sacks) for \$11,385.

JUNE CROP REPORT.

The government report indicates a winter wheat crop of 363,000,000 bu., which compares with 431,000,000 bu. harvested last year. The spring wheat crop indicated is 265,000,000 bu. as against 190,000,000 bu. The total winter and spring wheat yield now indicated is 628,000,000 bu., as against 621,338,000 bu. as the final official report last week.

The report shows the greatest loss in Nebraska and Illinois, where the falling off is 11 points since May 1, against 5 points loss in Kansas. There was a falling off of 7 points in Oklahoma and Missouri, 9 points in Michigan and 10 points in Indiana.

Spring wheat condition is high at 95.8, or 1.2 points higher than a year ago and 2 points higher than the ten-year average. The acreage of spring wheat was a little over 5 per cent smaller than that of last year, at 19,201,000 acres. The total winter and spring wheat acreage is 4,598,000 less than last year, at 44,945,000 acres.

On oats the government report was counted quite bearish. The acreage is 100.2 per cent of that of 1911 and the indicated crop is 1,109,000,000 bu. as compared with 992,298,000 bu. harvested last year. The condition of 91.1 compares with 85.7 a year ago and with 88.4 as the ten-year average.

The indicated barley crop is about 32,000,000 bu. larger than last year, at 192,000,000 bu. The rye crop promises about 38,000,000 bu. as against 33,119,000 bu. last year.

Following are the figures on all crops:

Crop—	Acreage 1912—		Condition June 1—			
	Pct. of 1911.	Acre.	1912.	1911.	10-yr. av.	1912.
Spring wheat.	94.2	19,201,000	95.8	94.6	93.8	...
Winter wheat.	83.3	25,744,000	74.3	80.4	80.9	79.7
Oats	100.2	37,844,000	91.1	85.7	88.4	...
Barley	99.3	7,574,000	91.1	90.2	90.8	...
Rye .....	...	...	87.7	88.6	89.7	87.5
Hay .....	...	...	89.8	76.8	...	85.7
Pasture .....	...	...	93.7	81.8	89.3	81.7

The following gives the indicated yield per acre and comparison of total production. The indicated yield for 1912 is based upon final yield in the five years 1906-1910:

Crop—	Yield per acre.			Total production in millions of bushels—			
	Final.	Av.	1912.	Final.	1911.	1910.	1909.
Winter wheat.	14.1	14.8	15.5	363	430	434	418
Spring wheat.	13.8	9.4	13.4	265	191	201	265
All wheat.....	14.0	12.5	14.6	628	621	635	683
Oats	29.3	24.4	28.4	1109	922	1186	1007
Barley	25.2	21.0	24.8	192	160	174	173
Rye	16.0	15.6	16.3	...	33	35	30

*Interpreted from condition reports.

Details for the important crops in the principal states follow:

U. S.	Acreage		Condition			
	Pct. of 1911.	1912.	June 1, 1912.	May 1, 1912.	June 1, 1911.	10-yr. av.
Kansas	20.8	75.0	80.0	65.0	72.0	...
Nebraska	11.1	74.0	85.0	79.0	84.0	...
Missouri	7.5	65.0	72.0	84.0	82.0	...
Oklahoma	5.9	80.0	87.0	44.0	76.0	...
Pennsylvania	4.8	89.0	89.0	82.0	87.0	...
Indiana	4.7	42.0	52.0	85.0	80.0	...
Ohio	4.6	45.0	53.0	80.0	81.0	...
Illinois	4.6	41.0	52.0	85.0	82.0	...
Washington	3.8	96.0	95.0	98.0	92.0	...
Virginia	2.9	86.0	92.0	81.0	84.0	...
Michigan	2.7	55.0	64.0	88.0	82.0	...
Texas	2.7	89.0	93.0	70.0	72.0	...
Kentucky	2.7	71.0	76.0	88.0	82.0	...
Tennessee	2.6	84.0	85.0	85.0	82.0	...
Oregon	2.4	101.0	100.0	95.0	92.0	...
North Carolina	2.3	84.0	91.0	89.0	83.0	...
Maryland	2.3	92.0	93.0	79.0	86.0	...
California	1.5	80.0	77.0	80.0	79.0	...
Idaho	1.3	97.0	96.0	98.0	95.0	...
New York	1.3	81.0	83.0	82.0	85.0	...
United States.....	100.0	74.3	79.7	80.4	80.9	...

U. S.	Acreage 1911—		Condition June 1—			
	Pct. of 1911.	Acre.	1912.	1911.	10-yr. av.	1912.
North Dakota.	83.0	8,144,000	96.0	95.0	95.0	...
Minnesota	97.0	4,220,000	96.0	96.0	93.0	...
South Dakota.....	100.0	3,700,000	95.0	93.0	95.0	...
Washington	99.0	1,297,000	99.0	97.0	94.0	...
United States.....	94.2	19,201,000	95.8	94.6	93.8	...
U. S.	Acreage 1911—		Condition June 1—			
	Pct. of 1911.	Acre.	1912.	1911.	10-yr. av.	1912.
Iowa	100.0	4,950,000	97.0	96.6	93.0	...
Illinois	100.0	4,220,000	88.0	81.0	87.0	...
Minnesota	100.0	2,948,000	96.0	96.0	93.0	...
Nebraska	91.0	2,275,000	87.0	89.0	87.0	...
Wisconsin	101.0	2,272,000	93.0	96.0	94.0	...
North Dakota.....	106.0	2,311,000	96.0	95.0	94.0	...
Kansas	83.0	1,720,000	73.0	62.0	75.0	...
Ohio	121.0	2,108,000	93.0	73.0	85.0	...
Indiana	121.0	1,984,000	91.0	82.0	86.0	...
South Dakota.....	100.0	1,540,000	95.0	90.0	93.0	...
Michigan	99.0	1,485,000	86.0	85.0	87.0	...
New York.....	91.0	1,192,000	89.0	85.0	90.0	...
Missouri	84.0	1,008,000	83.0	60.0	81.0	...
Pennsylvania	98.0	1,099,000	89.0	82.0	86.0	...
United States.....	100.2	37,844,000	91.1	85.7	88.4	...
U. S.	Acreage 1911—		Condition June 1—			
	Pct. of 1911.	Acre.	1912.	1911.	10-yr. av.	1912.
Minnesota	101.0	1,490,000	95.0	95.0	93.0	...
California	96.0	1,292,000	80.0	80.0	84.0	...
North Dakota.....	112.0	1,176,000	94.0	95.0	94.0	...
South Dakota.....	87.0	887,000	94.0	90.0	94.0	...
Wisconsin	103.0	845,000	93.0	95.0	94.0	...
Iowa	96.0	480,000	96.0	96.0	94.0	...
Kansas	85.0	212,000	75.0	66.0	76.0	...
Washington	104.0	183,000	98.0	95.0	95.0	...
Idaho	112.0	159,000	97.0	97.0	96.0	...
United States.....	99.3	7,574,000	91.1	90.2	90.8	...

The C. O. & P. R. R. (electric) has been hauling grain from Morris and towns east to Joliet for transfer there, owing to scarcity of Rock Island cars.

FARM VALUE OF IMPORTANT CROPS.

The following statement of the average prices paid to producers in the United States on the dates named is quoted from the Crop Reporter for May, 1912:

Date.	Corn.	Wheat.	Oats.	Barley.	Rye.	Flax.	Hay.
	Cts. per bu.	Cts. per bu.	Cts. per bu.	Cts. per bu.	Cts. per bu.	Cts. per bu.	Dols. per ton.
1910.							
Jan. 1.....	62.3	103.4	42.8	57.6	74.8	171.2	11.37
Apr. 1.....	65.5	104.5	45.6	59.7	76.6	193.9	12.73
July 1.....	66.2	95.3	42.1	53.9	74.6	183.5	11.71
Oct. 1.....	61.1	93.7	36.2	56.1	72.8	233.4	11.82
1911.							
Jan. 1.....	48.2	88.6	33.2	59.8	73.3	221.1	12.24
Apr. 1.....	49.7	83.8	32.3	60.1	75.4	231.6	11.89
July 1.....	60.0	84.3	37.5	70.1	76.9	205.6	13.99
Oct. 1.....	65.7	88.4	42.5	81.7	79.7	205.0	14.50
1912.							
Jan. 1.....	62.2	88.0	45.1	86.4	82.7	187.1	14.85
Feb. 1.....	64.6	90.4	47.5	91.2	84.4	190.8	15.44
Mar. 1.....	66.6	90.7	49.8	91.0	84.0	183.9	15.69
Apr. 1.....	71.1	92.5	52.0	92.3	85.1	191.3	16.79
May 1.....	79.4	99.7	56.0	96.2	84.6	181.0	17.64
Product.							
Beans, per bushel.....		\$ 2.37			\$ 2.38		\$ 2.20
Clover seed, per bushel.....		12.91			10.89		8.79
Timothy seed, per bushel.....		7.27			6.99		5.17
Cotton seed, per ton.....		18.62			16.57		26.12
Bran,* per ton.....		29.73			27.39		25.48
*Price to feeders.							

EXPORTS AND IMPORTS.

The following is a statement of the exports and imports of various cereals, seeds, etc., for the month of April, 1912, and for the ten months ending with April, 1912, as reported by the Bureau of Statistics, Department of Commerce and Labor (quantities only unless otherwise stated):

ARTICLES.	APRIL 1912		TEN MONTHS ENDING APRIL	
	1911	1912	1911	1912
Exports—				
Barley, bu.....	334,619	1,510	9,138,359	1,480,298
Buckwheat, bu.....	23		216	180
Corn, bu.....	5,373,553	1,815,837	55,396,911	38,550,173
Corn Meal, bbls.....	51,981	38,753	392,778	382,102
Oats, bu.....	175,455	110,565	1,328,091	1,409,220
Oatmeal, lbs.....	3,826,325	495,108	26,516,185	8,145,814
Rice, lbs.....	3,298,761	244,767	10,275,146	25,982,737
Rye, bu.....	96	140	2,543	4,934
Rye Flour, bbls.....	391	66	5,666	3,483
Wheat, bu.....	1,315,085	1,385,960	21,741,985	29,357,704
Wheat Flour, bbls.....	872,553	786,001	8,399,999	9,510,603
Bran, Millfeed, etc., tons.....	6,439	14,417	47,603	124,397
Dried Grains, etc. tons	7,884	6,549	57,487	58,722
Rice bran and polish, lbs.....	67,400	290,404	14,028,081	12,377,386
Total Breadstuffs.....	\$9,900,353	\$7,967,726	\$106,995,297	\$112,278,995
Glucose and Grape Sugar, lbs.....	18,040,293	14,701,729	154,936,070	154,023,224
Hay, tons.....	3,890	4,313	46,317	49,286
Oil Cake and Oil-Cake Meal—				
Corn, lbs.....	7,192,729	5,281,579	68,793,346	56,629,117
Cotton Seed.....	75,339,608	62,187,384	706,622,452	1,221,788,879
Flaxseed or Linseed lbs.....	43,915,004	65,554,749	479,276,122	576,424,844
Vegetable Oils—				
Corn, lbs.....	2,630,386	3,229,031	19,383,964	21,016,675
Cotton Seed, lbs.....	29,674,364	35,261,564	182,816,778	363,211,978
Linseed, lbs.....	21,506	12,953	142,640	180,000
Seeds, Grass—				
Clover Seed, lbs.....	106,439	83,688	4,291,895	1,821,617
Timothy Seed, lbs.....	289,952	244,821	9,207,083	4,291,644
All others, value.....	\$20,627	\$25,905	\$312,176	\$522,698
Cotton Seed, lbs.....	231,235	2,234,458	9,653,207	61,765,250
Flax Seed, bu.....	55	265	445	3,104
Other Seeds, value.....	\$35,380	\$60,520	\$493,556	\$614,297
Beans, etc., bu.....	20,879	17,378	236,407	281,610
Imports—				
Corn, bus., since July 1, 1911.....		7,217		24,436
Oats, bu.....	7,941	309,473	101,783	524,325
Wheat, bu.....	569	367,007	508,139	1,578,295
Wheat Flour, bbls.....	2,999	12,277	124,504	114,915
Rice, lbs., since July 1, 1911.....				
Uncleaned, including paddy, lbs.....	9,467,869	4,334,715	63,684,607	39,331,928
Cleaned, lbs.....		3,738,092		19,950,902
Rice, Flour, Meal, etc. lbs.....	10,198,629	8,149,671	107,097,944	89,534,724
Hay, tons, since July 1.....		54,085		594,077
Castor Beans, bu.....	34,793	40,034	473,815	743,303
Clover Seed, lbs.....	875,396	3,966,788	23,887,249	36,560,221
Other Grass Seeds, lbs.....		1,420,123		20,059,636
Flax Seed, bu.....	751,219	999,944	8,211,593	4,487,778
Beans, etc., bu.....	58,748	136,981	937,478	831,350

EXPORTS OF FOREIGN MERCHANDISE.

Corn, bus.....	77		77
Oats, bus.....	1,250	4	12,350
Rice, lbs., since July 1, 1911.....			
Uncleaned, including paddy, lbs.....	631,434	1,888,798	7,646,822
Cleaned, lbs.....			7,530
Rice Flour, etc., lbs.....			25,323
Wheat, bus.....			1,361
Wheat Flour, bbls.....	6		8
Flax Seed, bu.....			21,919
Clover Seed, lbs.....	51,962		93,862
Other Seeds, value.....	\$6,504	\$5,936	\$56,274
Beans, bus.....	1,965	2,244	11,355

New Orleans in May exported 140,330 bushels of corn, 3,353 of oats and 1,002 of wheat, all to Latin America.

RECEIPTS AND SHIPMENTS.

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States for the month of May, 1912:

BALTIMORE—Reported by Jos. B. Hesseng, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Wheat, bushels.....	1,499,067	1,221,728	787,025	633,848
Corn, bushels.....	416,137	367,350	101,395	347,390
Oats, bushels.....	722,543	333,599	720	40
Barley, bushels.....		2,500		
Rye, bushels.....	10,854	11,203		
Timothy Seed, bushels.....	3,042	677		
Clover Seed, bushels.....	691			
Hay, tons.....	6,180	7,600	1,243	1,395
Flour, barrels.....	138,637	204,974	45,555	76,648

BOSTON—Reported by James A. McKibben, Secretary of the Chamber of Commerce.

Articles	Receipts		Shipments	
	1912	1911	1912	1911
Flour, barrels.....	166,170	135,988	89,472	50,944
Wheat, bushels.....	1,563,032	1,107,409	1,229,947	874,746
Corn, bushels.....	18,050	941,985	27,541	598,195
Oats, bushels.....	327,014	389,617	5,776	50,440
Rye, bushels.....	3,353	2,482		
Barley, bushels.....	2,334	3,190		16,766
Flaxseed, bushels.....				
Peas, bushels.....	6,490	1,374		
Millfeed, tons.....	911	733	108	52
Corn Meal, barrels.....	3,690	2,330	1,279	1,815
Oat Meal, cases.....	25,103	8,834	15,989	1,770
Oat Meal, sacks.....	23,258	3,215	17,230	5,310
Hay, tons.....	11,050	11,330	8,970	2,144

BUFFALO—Reported by Secretary of the Chamber of Commerce.

Wheat, bushels.....	20,082,859	9,451,797	270,800	215,962
Corn, bushels.....	2,550,661	5,500,102	92,000	65,000
Oats, bushels.....	4,955,450	1,344,350	314,450	352,000
Barley, bushels.....	1,347,963	1,118,054	111,400	131,400
Rye, bushels.....				
Other Grass Seeds, lbs.....	750	1,222		
Flax Seed, bushels.....	888,996	194,853		
Flour, barrels.....	844,473	1,005,453		

CHICAGO—Reported by George F. Stone, Secretary of the Board of Trade.

Wheat, bushels.....	2,099,400	3,682,000	3,704,200	1,571,700
Corn, bushels.....	5,867,550	9,054,200	6,319,650	9,128,425
Oats, bushels.....	7,376,400	8,873,500	6,657,100	8,284,700
Barley, bushels.....	694,500	1,243,600	159,500	347,700
Rye, bushels.....	88,500	57,500	28,000	15,000
Timothy Seed, lbs.....	387,500	106,100	359,800	159,100
Clover Seed, lbs.....	213,000	363,500	106,100	185,300
Other Grass Seeds, lbs.....	529,800	463,000	2,954,700	962,400
Flax Seed, bushels.....	227,400	41,400	16,300	11,200
Broom Corn, lbs.....	461,000	903,500	500,300	1,004,600
Hay, tons.....	32,408	20,937	5,346	2,147
Flour, barrels.....	450,550	443,376	462,302	500,610

CINCINNATI—Reported by W. C. Culkins, Superintendent of the Chamber of Commerce.

Wheat, bushels.....	158,462		121,457	
Corn, bushels.....	557,626		196,708	
Oats, bushels.....	294,100		113,673	
Barley, bushels.....	15,000		5,031	
Rye, bushels.....	12,339		5,101	
Timothy Seed, 100 lb. bgs.....	878		2,024	
Clover Seed " ".....	534		1,754	
Other Grass Seed " ".....	7,245		6,230	
Flax Seed, bushels.....	133		38	
Broom Corn, lbs.....	58,021		19,300	
Hay, tons.....	17,049		8,159	
Flour, bbls.....	111,179		44,259	

DETROIT—Reported by M. S. Dousvan, Secretary of the Board of Trade.

Wheat, bushels.....	120,000	154,591	8,000	10,286
Corn, bushels.....	170,400	350,652	79,672	222,345
Oats, bushels.....	244,500	264,189	22,780	8,124
Barley, bushels.....	1,740	18,283	1,759	1,074
Rye, bushels.....	7,000	5,654		3,911
Flour, barrels.....	19,753	21,805	21,623	18,404

GALVESTON—Reported by John H. Eyschulte, Chief Inspector of the Cotton Exchange and Board of Trade.

Wheat, bushels.....		72,000		
Corn, bushels.....		25,000		
Flour, bbls.....		9,000		11,000

KANSAS CITY, MO.—Reported by E. B. Bigelow, Secretary of Board of Trade.

Wheat, bushels.....	882,000	1,274,400	1,303,200	2,120,400
Corn, bushels.....	1,947,500	1,389,000	1,726,250	1,732,400
Oats, bushels.....	409,700	467,500	321,300	268,600
Barley, bushels.....	11,200	21,000	4,200	25,200
Rye, bushels.....	2,200	7,700		4,400
Kaffir Corn, bushels.....	150,893	71,429	143,750	64,286
Flax Seed, bushels.....				
Bran, tons.....	2,640	980	4,940	5,480
Hay, tons.....	24,240	17,712	4,308	9,660
Flour, barrels.....	22,500	12,750	104,500	96,750

MILWAUKEE—Reported by H. A. Plumb, Secretary of the Chamber of Commerce.

Wheat, bushels.....	518,650	710,670	298,712	792,270
Corn, bushels.....	765,820	475,730	462,377	405,950
Oats, bushels.....	991,800	1,214,330	565,085	1,056,126
Barley, bushels.....	451,100	763,100	96,200	524,242
Rye, bushels.....	65,000	94,860	48,860	44,720
Timothy Seed, lbs.....	4,800	6,110		
Clover Seed, lbs.....	67,270	53,720	30,015	
Flax Seed, bushels.....	36,200		3,830	
Hay, tons.....	3,768	3,838	744	792
Flour, bbls.....	157,320	280,390	276,646	278,696

MINNEAPOLIS—Reported by H. W. Moore, Statistician of the Chamber of Commerce.

Wheat, bushels.....	3,685,160	4,995,440	2,138,930	2,045,940
Corn, bushels.....	385,240	595,690	275,300	277,940
Oats, bushels.....	543,080	719,940	965,560	1,128,040
Barley, bushels.....	290,920	859,250	379,950	890,270
Rye, bushels.....	81,570	80,500	45,530	59,500
Flax Seed, bushels.....	570,920	118,270	139,040	73,420
Hay, tons.....	4,390	5,040	2,210	1,280
Flour, bbls.....	31,671	29,026	1,186,734	1,154,928

MONTREAL, QUEBEC, CANADA—Reported by George Hadrill, Secretary of the Board of Trade.

Wheat, bushels.....	6,159,826	4,313,582	4,733,191	2,872,776
Corn, bushels.....	16,152	1,255,156	1,660,658	808,229
Oats, bushels.....	1,431,002	1,455,796	2,215,998	1,188,089
Barley, bushels.....	109,045	55,987	113,884	21,484
Rye, bushels.....				
Flax Seed, bushels.....	94,492	697	51,306	
Flour, sacks.....	220,468	448,272	339,829	333,247

ELEVATOR AND GRAIN NEWS

EASTERN.

Nelson Bros. of Randolph, Mass., have constructed a large grain shed.

John Shea, a grain dealer of Lawrence, Mass., is building a storehouse.

Gurdon Arnold of Cummington, Mass., has bought the grain business of A. M. Shaw.

Maurice Howes has bought the feed and grain business of P. C. Barker of Canton, Me.

The Hinckley Grain Co. of Yarmouthport, Mass., has been equipped with new machinery.

The Ogden Grain Co. of Utica, N. Y., has filed notice that its entire capital of \$50,000 has been paid in.

M. E. McFarland has sold his grain business at Hardwick, Vt., to I. H. Carr and has gone to Barton, Vt., where he will go into partnership with his father in the grain business.

The elevator of E. Crcsby & Co. of Brattleboro, Vt., has been sold to the Boston & Maine Ry., to make room for track extension, and work on a new elevator has already been started. The new house will be 300 feet long and will have a capacity of 80,000 bus., the cost being \$50,000.

The Pennsylvania Railroad has installed in its Girard Point elevator a No. 15 compound shake invincible Receiving Separator with a capacity of 5,000 bus. per hour. A similar machine was placed in the Philadelphia & Reading Ry.'s Port Richmond elevator. E. C. Wilkinson of Philadelphia made the sales.

ILLINOIS.

The Beggs elevator at Greenview, Ill., is rapidly being completed.

J. C. McCord is building an addition to his elevator at Holder, Ill.

An elevator will be erected at Coal City, Ill., by John Trotter & Sons.

T. E. Kelly has installed an electric motor in his elevator at Mazon, Ill.

A new cupola has been built on the elevator of John T. Daly at Philo, Ill.

Farmers at Dimmick, Ill., are organizing a company and will build an elevator.

Watt & Gable have purchased the elevator of M. C. Garard & Son at Elvaston, Ill.

The Farmers' Elevator Co. of Somonauk, Ill., is building a directors' room and office.

The Farmers' Elevator Co. of Harris, Ill., has added a large concrete coal bin to its plant.

The elevator of the Farmington Grain and Lumber Co. at Farmington, Ill., is nearly completed.

The elevator of the Joliet Grain Co. at Joliet, Ill., has been completed and is now in operation.

The Manlius, Ill., Grain and Coal Co. has equipped its elevator with a Hall Signaling Grain Distributor.

The Farmers' Mill and Elevator Co. of New Burnside, Ill., has been succeeded by the Alsbrook Milling Co.

The directors of the Middletown Grain and Coal Co. of Middletown, Ill., have engaged A. J. Brannan as manager.

The Greenview Farmers' Elevator Co. of Greenview, Ill., has replaced its steam engine with an electric motor.

The newly organized Farmers' Elevator Co. of Kzsbeer, Ill., has leased the elevator of Dole & Co. and will thoroughly overhaul it.

The Farmers' Grain and Coal Co. of Mason City, Ill., has awarded the contract for a 20,000-bu. elevator to S. Campbell of Mason City.

Summers Bros., Kappa, Ill., made some improvements on their elevator, which were furnished by the B. S. Constant Co., Bloomington, Ill.

The elevator of the Winchester, Ill., Farmers' Elevator and Mercantile Co. is rapidly being completed. It will have a capacity of 45,000 bus.

The Farmers' Elevator Co. of Alvin has been incorporated with a capital stock of \$7,000 and will deal in grain and seeds. The incorporators are F. O'Farrell, J. R. Carter and P. P. Graham.

The Roberts Farmers' Grain Co. of Roberts, Ill., has been incorporated with a capital stock of \$10,000 to deal in grain and seeds. The incorporators are J. P. Russell, Elmer A. Knight and Frank Coultas.

J. E. Collins of Atwood, Ill., has sold his elevators at Atwood and Pierson, Ill., to Horton Bros. of Garrett, who also operate elevators at Garrett and Ficklin, the transfer taking effect June 1. Mr. Collins has leased his elevator at Garrett to his brother, E. S. Collins, and his brother-in-law, S. C. Rich, who will continue the business under the name of Collins & Rich. C. A. Burks of Decatur negotiated the deals. Mr. Collins will leave August 1 for the West,

where with his wife and son he will spend a year's vacation, wintering in California.

The Consumers Grain Co. of Chicago has leased from Hetty Green for a term of ninety-nine years the property at the corner of Randolph and Ann streets at an annual rental of \$2,873.

The Baldwin Elevator Co. of Decatur, Ill., is building an elevator at Ivesdale, Ill., which will be equipped with a 45-foot Constant "Safety" Ball Bearing Man-lift. The Burrell Engineering and Construction Co. of Chicago has the contract.

The Reese Farmers' Elevator Co. is arranging with the Chicago & Alton Railway for the lease of a site in the vicinity of Reese station on the Murrayville (Ill.) cut-off and will build a 15,000-bu. elevator. Richard Wood is president, Hugh McDevitt vice-president and Dennis Whalen secretary.

The elevator at Rantoul, Ill., which was recently purchased by Risser & Co. of Kankakee, will be extended 32 feet, giving an added capacity of 40,000 bus. An 80 h. p. steam engine and a Hess Grain Drier will be installed. All of the improvements will be completed in time for the oats harvest.

The firm of Miller & Barlow of Streator, Ill., has dissolved. Dean L. Moberly, formerly traveling representative of the Sawers Grain Co., has acquired the business at Streator, while the branch offices at Galesburg, Monmouth and Kirkwood will pass into the hands of other parties. Harry E. Miller has made connections with Lamson Bros. & Co. of Chicago.

Secretary Strong reports the following changes in membership in the Illinois Grain Dealers' Association: Peter Kruse, Ficklin, succeeded by Horton Bros.; J. F. Van Gundy, Macon, succeeded by J. W. Bradbury & Co.; Van Gundy & Andrews, Macon, succeeded by R. B. Andrews; John Quinn, Arcola, succeeded by J. M. Ernst; East & Boyce, Lane, succeeded by Boyce & Edwards; Harlan & Boughton, Crescent City, succeeded by Harlan & Sterrenberg; Delaney Bros., Niantic, succeeded by Delaney & Delaney; Baker & Felger, Milmine, succeeded by O. N. East.

MINNESOTA AND WISCONSIN.

The elevator at Forada, Minn., has been completed.

John R. Forbes has bought the Spence elevator at Osseo, Minn.

A large elevator is being erected at Rogers, Minn., by Mike Borek.

The Coleman Implement Co. will build an elevator at Coleman, Wis.

The Farmers' Elevator Co. of Grove City, Minn., will build an elevator.

The Farmers' Elevator Co. of Wheaton, Minn., will erect an additional elevator.

The Duluth Elevator Co. is making extensive repairs to its house at Darwin, Minn.

F. E. Dimer has bought the elevator of the Grain Producers' Elevator Co. of Barnesville, Minn.

The Farmers' Elevator Co., of Brewster, Minn., has bought the elevator of the Skewis Grain Co.

The Shipping Association of Emmons, Minn., has bought the elevator of the Western Elevator Co.

The Farmers' Co-operative Elevator Co., recently organized at Hokah, Minn., will build a warehouse.

The Pillsbury Farmers' Elevator Co. of Pillsbury, Minn., has let the contract for the erection of an elevator.

The St. Anthony and Dakota Elevator Co. has opened its house at Erskine, Minn., with John B. Peterson as buyer.

R. H. Williams and Barney Greeley, owners of the Farmers' Grain Co. of New Richmond, Wis., have dissolved partnership.

The Farmers' Elevator Co. has been organized at Halma, Minn., with H. H. Moen as president and John Holland secretary.

The Empire Elevator Co. has decided to discontinue purchasing grain at Glencoe, Minn., and is dismantling its elevator.

The recently organized Farmers' Elevator Co. of Winger, Minn., has bought the elevator of the Atlantic Elevator Co. for \$3,600.

The Hunting Elevator Co. elevator at Rose Creek, Minn., will be wrecked and reconstructed. Honstain Bros. have the contract.

Three bins and a cleaning room are being added to the plant of the Farmers' Elevator Co. of Brooten, Minn. The work will cost \$2,000.

The elevator of G. W. Van Dusen & Co. at Claremont, Minn., is being raised and a new foundation laid. It will also have new siding.

The Inter-State Grain Co. has given the contract for the alteration of its elevator at Minneapolis to T. E. Ibberson. The work will cost \$16,000.

The L. O. Peppard Construction Co. of Minneapolis has been awarded the contract for the construction of the Chicago & Northwestern elevator at Milwaukee. It will be of reinforced concrete and will have a capacity of 750,000 bus. The plant will be

operated by the Rialto Elevator Co. in connection with Elevator "A," which is taking care of the C. & N. W. business at present.

The Farmers' Elevator Co. of Austin, Minn., has bought the house of the Hunting Elevator Co. instead of holding to its original plan to build.

Hubbard & Palmer are considering wrecking their house at Lake Wilson, Minn., and replacing it with a modern elevator of 60,000 bushels' capacity.

The Lansing Farmers Elevator Co. of Lansing, Minn., has let the contract for the construction of a 20,000-bu. elevator to Honstain Bros. of Minneapolis.

The Minneapolis & Northern Elevator at Erskine, Minn., has been sold to the Webster-Truesdell Co. and will be opened as soon as an agent can be secured.

G. W. Van Dusen & Co. of Amerit, Minn., are installing a 51-foot Constant "Safety" Ball Bearing Man-lift. T. E. Ibberson, Minneapolis, Minn., has the contract.

The Stanton Farmers' Elevator Co., of Stanton, Minn., has asked for the appointment of a receiver. The liabilities of the company are set at \$3,000 and assets at \$1,200.

The Farmers' Elevator Co. of Dundee, Minn., has been incorporated and capitalized at \$15,000. The directors are B. N. Bodelson, H. A. Scherlie, E. O. Hansen, F. M. Jasmer and Knute Swenson.

B. H. Pettit & Sons of Verndale, Minn., who recently incorporated, are planning to erect warehouses for the storage of grain and potatoes at Verndale, Motley, Aldrich and Staples, Minn.

The Farmers' Elevator Co. of Hartland, Minn., has been incorporated, capitalized at \$15,000. The incorporators are P. N. Peterson, J. F. Shehan, O. H. Opal, P. A. Miller, C. R. Sullivan, B. N. Anderson and P. H. Donovan.

The Farmers' Elevator Co. of Mazeppa, Minn., which has been considerably involved, will continue business, \$4,500 of stock being subscribed at a recent meeting and authority given to its officers to negotiate an additional loan.

The Gully Farmers' Elevator Co. of Gully, Minn., has been incorporated; capital, \$10,000. The incorporators are Herman Johnson, Albert Bergh, Herman Schmok, Anton Haugan of Gully and Chris Steilo, T. H. Rude, Wanke; P. Bonlie, Olga.

The Osseo Elevator Warehouse Co. has been incorporated at Osseo, Minn., with a capital stock of \$100,000 and \$5,000 as the highest amount of liabilities. The incorporators are Eden Schmidt, Minneapolis, and Edward G. Stezler and Joseph B. Thompson of Osseo.

The Farmers' Grain and Stock Co. of Kasson, Minn., held a recent meeting at which it was decided to either erect a house at once or buy the Western Elevator Co.'s elevator or that of W. G. McCutcheon & Co. The price on the former has been set at \$5,000 and on the latter at \$4,600.

The Prairie du Sac Farmers' Produce Co. of Prairie du Sac, Wis., has been incorporated for \$30,000 and has taken over the business of Meisser & Ploetz and W. C. Cook & Son. The directors are J. W. Waterbury, Henry Thoeke and John Bannon. Leonard Fletcz has been made general manager.

The two elevators of the Equity Elevator Co. of Sturgeon Bay, Wis., were sold recently at public auction. The elevator in Sawyer was bid in by Lyon Bros. for \$3,269.53, which does not cover the incumbrance on the property. The elevator on the east side of the bay was sold to Teweles & Brandeis for \$2,925. Both of these sales are subject to approval by the court. If the sales of these elevators are not confirmed by the court the mortgages on the property will be foreclosed. If the sales are confirmed the only remaining property of the company is that at Sister Bay, in which case the court has not yet rendered a decision.

SOUTHERN AND SOUTHWESTERN.

A large elevator is to be erected at once at Vega, Tex.

The Kammerdiener Elevator Co. is building an elevator at Oklahoma City, Okla.

W. M. Cosby will build an elevator at Birmingham, Ala., which will cost \$50,000.

The Dodson Grain and Fuel Co. has re-entered the grain business at Tucumcari, N. M.

The Cogar Grain and Coal Co. has bought the feed business of Clell Coleman at Harrodsburg, Ky.

The Pond Creek Mill & Elevator Co., of Pond Creek, Okla., is increasing its storage capacity 50,000 bus.

The Taylor-Haigler Grain Co., of Corpus Christi, has opened a branch office at Hearne, Tex., with Mr. Haigler in charge.

J. H. Ashlock and Marion Hoover of Elizabethtown, Ky., have bought the Glendale elevator at Glendale, Ky., at commissioner's sale.

The Clay County Mill and Elevator Co., Piggott, Ark., placed its order with the B. S. Constant Co. of Bloomington, Ill., for a water tight elevator boot and a B. S. C. Chain Drag and Conveyor with

double drive, so it can handle both ear corn and shelled grain in the same dump.

The Fort Pierce Feed and Grain Co. of Fort Pierce, Fla., has bought the business of the East Coast Cattle Co. C. L. Daniel is manager.

The firm of J. D. Frazier & Co., of Atlanta, Ga., has been succeeded by the J. D. Frazier Company, B. H. Dunn, Jr., having withdrawn from the company.

The Farmers' Grain and Elevator Co. of Groom, Tex., has been incorporated with a capital of \$5,000. The incorporators are N. A. Steed, J. C. Echle, W. S. Wills and others.

The Commerce Grain Co. of San Antonio, Tex., has been incorporated with a capital stock of \$20,000 by W. S. Delery, Thomas E. Beck, W. E. Ferguson and T. J. Fitzgerald.

The Fred L. Kelley Co. of Vinita, Okla., has been incorporated to deal in hay and grain; capital, \$25,000; incorporators: Geo. E. Kelley, Pauline Kelley Flint and C. W. Flint.

The Thompson-Everett Co. of Suffolk, Va., has ordered a complete outfit of Nordyke & Marmion grain handling machinery for its new plant. E. G. Heathcote secured the order.

K. & E. Neumond, with headquarters in New Orleans, will open an office in Galveston, Tex., about June 20. They are large exporters of feedstuffs, brewers' grains and rice hulls.

The Kenton Hay and Grain Co. of Covington, Ky., has been incorporated and capitalized at \$10,000. The incorporators are Fred A. Pieper, Claude Robinson and Richard G. Williams.

The Braman Grain Co., Braman, Okla., has installed a 46-foot Constant "Safety" Ball Bearing Man-lift in its elevator. The Great Western Mfg. Co. of Leavenworth, Kans., had the contract.

The Elmendorf Coal and Feed Co., of which James B. Haggin is the principal stockholder, will erect a seven-story elevator at Lexington, Ky. The building will be of reinforced concrete and will cost about \$25,000.

The Pampa Grain Co., of Pampa, Tex., has been incorporated with a capital of \$8,050 by C. S. Barrett, M. S. Thompson, J. H. Boge and others. The company has installed a Hall Special Elevator Leg in its elevator.

W. W. Wright of Orlando, Fla., is endeavoring to have the board of trade of that city build a large elevator so as to provide settlers in that region with a market for their grain. Mr. Wright will himself build a large feed mill to cost about \$20,000.

WESTERN.

An elevator is being built at Lavina, Mont.

An elevator and mill is being planned for Philipsburg, Mont.

J. A. Black is building a 30,000-bu. elevator at Ryegate, Mont.

The Farmers' Elevator Co. is being organized at Judith Gap, Mont.

W. R. Emeling is rapidly completing his elevator at Three Forks, Mont.

The W. O. Kay Elevator Co. will build a large reinforced concrete elevator at Sugar, Idaho.

M. C. Peterson of Peterson Bros. of Granger, Wash., will rebuild the plant which burned May 3.

The Lamar Milling and Elevator Co. has secured a site and will erect a large elevator at Holly, Colo.

The St. Anthony & Dakota Grain Co., of Minneapolis, will build a large elevator at Ded-on, Mont.

An elevator is being erected at Twin Bridges, Mont. The Younglove Construction Co. has the contract.

The Farmers' Elevator Co. of Stanford, Mont., is being organized and will build an elevator for this season's grain.

The Farmers' Elevator Co., of Lewistown, Mont., decided at a recent meeting to build two elevators near Lewistown.

The Occident Elevator Co., Minneapolis, has made arrangements for the erection of an elevator at Park City, Mont.

The Cambridge Elevator & Milling Co., of Cambridge, Idaho, will equip its elevator with a Hall Special Elevator Leg.

The Inter-Mountain Milling and Elevator Co. is making arrangements for the erection of a 60,000-bu. elevator at Dillon, Mont.

The Farmers' Elevator Co. of Ismay, Mont., which was formed last spring, has been reorganized with sufficient money subscribed to guarantee the erection of an elevator.

R. F. Gunkleman of Grandin, N. D., has resigned his position as manager of an elevator and has engaged in the establishment of an elevator and storehouse at Twin Bridges, Mont.

The Montana Elevator Co. will erect new plants at six points in Meagher County, Mont., all of which will be finished in time for this year's crops. The elevators will be located at Oka, Twodot, Shawmut, Martinsdale and White Sulphur Springs, with ca-

pacities ranging from 30,000 to 35,000 bus. A large concrete storage elevator will also be added to the company's mills at Harlowton.

The elevator of the Pacific Coast Elevator Co. at Albion, Wash., which was completely destroyed by fire May 19, will be replaced at once with a larger and more completely equipped plant.

D. M. Roberts and Frank M. Pearson, of Missoula, Mont., have organized the Dixon Transportation Co. at Dixon, Mont., and will operate grain barges on the upper Missouri. The company will also build an elevator.

The Lytle Elevator Co. of Minneapolis will erect an elevator at Clydepark and at Wilsall, Mont., the houses to be finished in time for the coming crop. This company recently increased its capital stock from \$75,000 to \$100,000.

The Inland Empire Elevator Co. of Spokane, Wash., has bought a large building and equipped it with complete machinery for the manufacture of harness, which it will handle in connection with its extensive grain trade with the farmers.

The Colorado Grain & Elevator Co. has bought the elevator of the Keith-Greene Grain Co. at American Falls, Idaho. A modern concrete elevator will be constructed and numerous other improvements made. Chester Greene has been made local manager.

The Kaysville Milling Co. of Kaysville, Utah, has let a contract to James J. Burke & Co. of Salt Lake City for the erection of a 30,000-bu. addition to its steel storage elevators, to be completed in time for handling the 1912 crop. This will give the company 80,000 bushels' storage capacity.

IOWA.

An elevator is being built at Prairie City, Ia.

D. Mulholland & Son, of Paton, Ia., have sold their elevator.

The Davenport Elevator Co. will erect an elevator at Burlington, Ia.

The Western Elevator Co. will erect a large elevator at Galbraith, Ia.

An elevator will be erected for the A. D. Hayes Co. at Mt. Pleasant, Ia.

Turner Bros. of Red Oak, Ia., will build an elevator at College Springs, Ia.

New bins have been built in the elevator of Weart & Lysaght at Cleghorn, Ia.

M. A. Fischer of Kinross, Ia., has started the construction of a new elevator.

The elevator of the Wells-Hord Grain Co. at Lake City, Ia., will be remodeled.

The Farmers' Elevator Co. of Glidden, Ia., is making an addition to its plant.

Geo. F. Salyers & Co. have bought the elevator of A. S. Marshal at Malvern, Ia.

The Farmers' Elevator Co. of Gruver, Ia., is considering enlarging its elevator.

The Onawa Farmers' Elevator Co. of Onawa, Ia., will either build or buy an elevator.

Chris Johnson and John Curtis have started the construction of an elevator at Arnold, Ia.

The elevator of the Western Elevator Co. at Orchard, Ia., has been sold to Henry Horgan.

The Farmers' Elevator Co. of Green Mountain, Ia., has acquired the elevator of Homer Thomas.

The Farmers' Grain Co. of Oakville, Ia., has installed a 40-H. P. Fairbanks-Morse Gasoline Engine.

Gilchrist & Co. have bought the elevator of H. B. Nichols at Lime Springs, Ia., and are overhauling it.

Frank Hoese of the Hoese Mill Co., Merrill, Ia., will erect an elevator with a capacity of 40,000 bus.

The Farmers' Elevator Co. of Malcolm, Ia., has started the construction of an elevator to be 24x27 feet.

The elevator of Pollock & Co. at Adair, Ia., has been overhauled and equipped with an automatic scale.

The Farmers' Elevator Co. of Blencoe, Ia., will either buy the elevator of the Updike Grain Co. or build.

The elevator of DeWolf & Wells at Mallard, Ia., was pushed onto the railroad track by a recent wind.

The Jackson Grain Co. will replace its elevator at Ollie, Ia., with a new house of greatly increased capacity.

The Rockwell City Elevator Co. of Rockwell City, Ia., has increased its capital stock from \$5,000 to \$15,000.

The Farmers' Exchange of Charles City, Ia., has bought the elevator of O. O. Helgen & Sons at Carrville, Ia.

M. T. Blessing, C. L. Gunderson and D. Brinkman have bought the elevator of J. H. Charlton at Relfe, Ia.

The Farmers' Elevator Co. of Gilman, Ia., has bought the grain business of P. J. Jacobson for the sum of \$5,350, thus acquiring control of the busi-

ness at Gilman. The company has shut down the plant it has been operating and is making extensive alterations.

The Farmers' Elevator Co. of Gilmore City, Ia., will handle farm implements and has built a large warehouse.

Henry Minehart and Charles Atherton of Deep River, Ia., have bought the grain business of W. E. Cox & Son.

The elevator of the Trans-Mississippi Grain Co. at Turin, Ia., will be enlarged to a capacity of 200,000 bus.

A co-operative grain company independent of the Rockwell City Elevator Co. is being organized at Rockwell City, Ia.

The Iowa Grain Co. will build a new elevator at Dinsdale, Ia. An organization of farmers at that point may also erect one.

The Farmers' Elevator Co. of Williams, Ia., has been organized with a capital stock of \$20,000 and will build or buy an elevator.

A. J. Cook, grain broker of Marshalltown, Ia., has sold his business to Ware & Leland of Chicago, who have placed C. E. Lewis in charge.

The Iowa Grain Co. has completed its elevator at Tiltonka, Ia., and is in operation with B. S. Bryson in charge. The Newell Construction Co. had the contract.

The Iowa-Dakota Grain Co. of Sioux City, Ia., has incorporated with a capital of \$25,000. W. H. Harter, J. H. McKeane and R. H. Brown are the incorporators.

It is said that unless a more satisfactory site can be furnished by the C. & N. W. Ry. the Neola Elevator Co. will move its house at Perry, Ia., to a site on the M. & St. L. Ry.

The Farmers' Grain Association of Carney, Ia., has been incorporated with a capital stock of \$10,000 and will erect an elevator. The directors are G. E. Osier, J. F. Krause and Roy Smith.

Stoskopf & Baker have purchased the elevator and grain business of C. B. Lennon & Co. at Decorah, Ia. Mr. Lennon, who has been in the grain business at Decorah for 24 years, will devote himself to his large farming interests.

The Morning Sun Farmers' Elevator and Supply Co. of Morning Sun, Ia., has let the contract to the Newell Construction Co. of Cedar Rapids for the erection of a 20,000-bu. elevator and corn cribs to hold 6,000 bus. The engine room will be of concrete and a 20-horsepower oil engine will be installed. Work will be completed by July 1.

MISSOURI, KANSAS AND NEBRASKA.

Frank P. Childs will build an elevator at Buckner, Mo.

Farmers at Sherdahl, Kan., will erect a large elevator.

Oscar Wells & Co. have closed their elevator at Cairo, Neb.

Work is well under way on the new elevator at New Cambria, Kan.

The Kansas Flour Mills Co. is erecting a large elevator at Natoma, Kan.

The Farmers' Union of Cawker City, Kan., contemplates building an elevator.

S. A. Hutchison has purchased a site and will erect an elevator at Strawn, Kan.

The Citizens' Grain Co. of Abbeville, Kan., will build an addition to its elevator.

The Farmers' Grain Co. of Osceola, Neb., bought a Hall Signaling Grain Distributor.

Adolph Kanal of Dubois, Neb., has bought the elevators of Berkley & Dowell at Hamlin, Kan.

The Humburg Lumber Co. of Bison, Kan., is equipping its elevator with a Hall Special Elevator Leg.

The elevator of W. M. Manty at Nashville, Kan., has been purchased by the Hutchinson Mill Co. of Hutchinson, Kan.

The Moran Milling Co. of Boston, Mo., has installed a 50-foot Constant "Safety" Ball Bearing Man-lift in its elevator.

The Macksville Lumber and Grain Co., Belpre, Kans., has installed a 32-foot Constant "Safety" Ball Bearing Man-lift in its elevator.

H. F. Kent and Geo. W. Kinkead of Wathena, Kan., will build a large elevator at Troy, Kan., which will be electrically operated.

Karl Ehrlich of Marion, Kan., will remodel the old mill property which he recently bought into an elevator and will install complete grain handling machinery.

The Farmers' Elevator Co. of Abilene, Kan., has awarded the contract for the construction of an elevator to the Central Construction Co. of Wichita. The house will cost \$4,700.

The Farmers' Mill and Elevator Co. has been organized at Chapman, Kan., with a capital stock of \$12,500. A mill and elevator will be constructed at once. Walter Hollinger is president, J. W. Schoffner

vice president, J. H. Taylor secretary and O. T. Thisler treasurer.

The Farmers' Products and Supply Co. of Seward, Kan., bought a Hall Signaling Grain Distributor.

The Atlas Elevator Co. of Jackson, Neb., is equipping its elevator with a 48-foot Constant "Safety" Ball Bearing Man-lift. T. E. Ibberson of Minneapolis, Minn., has the contract.

The elevator for the Lysle Milling Co. at Leavenworth, Kans., is rapidly approaching completion. When finished the building will have cost \$75,000 and will have a capacity of 90,000 bus.

The Farmers' Elevator Co. of Craig, Mo., has selected a site and will erect an elevator that will have a capacity of 20,000 bus. The Brownfield & Teare elevator is being rebuilt and enlarged to a capacity of 30,000 bus.

The recently organized Farmers' Elevator and Supply Co. of Princeton, Mo., is arranging for sites and is planning to build a line of elevators. These will be located at Lineville, Harris, Newtown, Mercer, Princeton and Trenton.

CANADIAN.

Efforts are being made by the citizens of Victoria, B. C., to have the Dominion government build a million-bushel elevator at that city.

The contract for the construction of a storage elevator 50x100 feet for the Lake of the Woods Milling Co. has been awarded to the Carter-Hall-Aldinger Co. of Winnipeg.

The Canadian Northern Railway has awarded to the Barnett & Record Co., of Minneapolis, the contract for the erection of a 1,000,000-bu. elevator at Transcona, Man.

It is said that the Grain Growers' Grain Company has purchased Elevator "B" at Fort William from the Canadian Pacific Railway. No confirmation of this report has been secured.

The Quebec Harbor Commission has decided on building an elevator of 1,000,000 bus. capacity, of concrete and steel, with links that can be extended so as to store 2,000,000 bus., together with the construction of two piers. Considerable work has already been done.

Work has already begun on the reconstruction of the two elevators of the Maple Leaf Milling Co., at Winnipeg, Man., which burned a little over a month ago. The new elevator will have a capacity of 120,000 bus. and will be eighty feet from the mill. Cement storage tanks will be built in the intervening space later on.

Ten local elevators of the Saskatchewan Co-operative Elevator Co. are to be built immediately along the line of the Grand Trunk Pacific between Regina and Griffin. These will probably be located at Riefstein, Grey, Riceton, Lindley, Lawvan, Colfax, Cedoux, Rainton, Talmage and Brough. The company plans to build between 70 and 80 elevators during the coming season, increasing its total capacity to about 4,000,000 bus.

THE DAKOTAS.

An elevator is being erected at Roswell, N. D.

The elevator of Wait & Dana at Corsica, S. D., has been closed.

I. J. Hough has purchased the Monarch Elevator at Buffalo, N. D.

The new elevator of W. Z. Sharp at Roswell, S. D., will soon be completed.

The Equity Elevator Co., of Brantford, N. D., has decided to build an elevator.

The Aurora Farmers' Elevator Co., of Aurora, S. D., has installed new scales.

Farmers of Elgin, N. D., have organized and are planning to build their elevator.

Gus J. Lybeck has bought the elevator at Alhee, S. D., formerly operated by O'Leary & Cahill.

E. E. Clapp of Logan and Andrew Ruddy of Raymond, S. D., have bought an elevator at Lily, S. D.

Work has commenced on the elevator of the newly organized Farmers' Elevator Co. at Frankfort, S. D.

B. F. Antonson, of Minneapolis, has bought the elevator of the Miller Elevator Co., at Ambrose, N. D.

The Farmers' Elevator Co.'s elevator at Manfred, N. D., has been reopened with P. B. Anderson as buyer.

J. M. McCollum and P. J. Morrison have purchased the elevator of Eugene Colburn at Springfield, S. D.

The Empire Elevator Co. has rented the Farmers' elevator at Wilmot, S. D., and has placed L. B. Walker in charge.

The Northwestern Elevator Co. has built a new foundation under its house at Hillsboro, N. D., and renewed much of the equipment.

The Golden Valley Independent Grain Co. has sold its elevator at Beach, N. D., to Brault & Delaney. Geo. Elliott continues in charge.

The Egan Farmers' Elevator Co., of Egan, N. D., has been incorporated with a capital stock of \$25,000. The incorporators are: Albert Maurer and

Mathias Schaan, of Rugby, and Peter Vetsch, of Brazil.

The new Cargill elevator at Kindred, N. D., has been completed. While not as large as the old house it is much better constructed and more fully equipped.

The New St. Anthony & Dakota elevator at Langdon, N. D., has been completed. It is one of the first in that part of the state to have a sheet metal roof and siding.

The Waldon Elevator Co., of Page, N. D., has been incorporated with a capital stock of \$10,000. The incorporators are E. S. Davis, David Moug and Robert McClellan.

The Hoover Grain Co. of Grand Forks, N. D., has been incorporated and capitalized at \$100,000. The directors are W. L. Hoover of Grand Forks, Sam Hoover of Duluth and E. Solberg of Duluth.

The house being built by the Farmers' Elevator Co., of Walcott, N. D., is being rapidly completed. The Equity Elevator & Trading Co., of Walcott, is spending over \$2,500 in improvements to its elevator.

OHIO, INDIANA AND MICHIGAN.

The Stiefel Grain Co. of Albion, Ind., has dissolved.

The new elevator at Plymouth, Ind., is being rapidly completed.

The Saginaw Grain Co. has succeeded Laur Bros. at Onaway, Mich.

The Farmers' Elevator Co. elevator at Camden, O., has been completed.

Milner & Grube have installed a new grinder in their elevator at Plymouth, Ind.

Clyde Hewett has bought the grain business of Ewert Bros. at Escanaba, Mich.

Frank D. Shoup has bought the elevator of John C. Day & Co. at Rochester, Mich.

Work on C. E. Lloyd's new elevator at Washington C. H., O., will soon be completed.

Frank Starz, formerly of Quincy, Ill., has engaged in the grain business at Chase, Ind.

The Martin Elevator Co. of Martin, Mich., has been incorporated and capitalized at \$6,000.

The Crabbs-Reynolds-Taylor Co. is installing new machinery in its elevator at Taylor's Station, Ind.

Henry Weber, a prominent grain man of Cincinnati, O., left recently for a three months' European trip.

L. J. Cruikshank of Fostoria has bought the West End Elevator at McComb, O., from G. O. Cruikshank of Leipsic.

The Blish Milling Co. of Seymour, Ind., has installed Constant's Self-Locking Rail Wagon Dump in its plant.

The Nathan Grain Co. has succeeded Nathan & Levy. The elevators of the company are being overhauled and equipped.

The Bear Grain Co., of Hicksville, O., has moved its elevator to a new site and has enlarged and equipped it with new machinery.

The Oxford Grain Co. has purchased the elevator of Hawkins Bros. at Oxford, Ind., taking possession May 11. The price paid was \$5,000.

The Pierce Elevator Co., Union City, Ind., has added a rope drive to its plant. It was furnished by the B. S. Constant Co., Bloomington, Ill.

D. L. Laur and Oliver Beach, of Saginaw, Mich., have selected a site on the Michigan Central at Midland, Mich., and will erect a large elevator.

The Farmers' Elevator Co. of Ithaca, Mich., which was recently organized, has bought the elevator of the Alma Grain and Lumber Co., paying \$15,000.

The Sunfield Elevator Co. of Sunfield, Mich., which recently bought the elevator of J. H. Palmer & Co., has been incorporated, capitalized at \$14,000.

The Farmers' Elevator Co. at Antwerp, Ohio, has added a stand of elevators to its equipment, which was furnished by the B. S. Constant Co., Bloomington, Ill.

The Jasper Grain Co. of Jasper, Mich., is installing two B. S. C. Chain Drags and Feeders in its elevator. The B. F. Gump Co. of Chicago, Ill., has the contract.

B. I. Holser of Walkerton, Ind., has been incorporated to deal in grain with a capital of \$17,000. The directors are B. I. Holser, W. T. Palmer and J. C. Palmer.

The recently incorporated Weese-Welborn Grain Co. of Princeton, Ind., has acquired the elevators of the Melrose Milling Co. at Princeton and surrounding towns.

The Eldred Mill Co., of Jackson, Mich., will soon have its new elevator completed. The structure is of reinforced concrete and has a capacity of 55,000 bus.

Sims & Ashbaugh of Frankfort, Ind., have bought the two elevators at Royal Center, Ind., of Simon J. Carroll for \$15,000 cash. Mr. Carroll has been in poor health and will probably go west for an ex-

tended stay. The new owners will install a new gasoline engine and do considerable repairing.

The Woodbury-Elliott Grain Co. of Muncie, Ind., has been incorporated and capitalized at \$50,000. The directors are H. A. Woodbury, A. C. Woodbury and E. E. Elliott.

A number of farmers of Mt. Vernon, Ind., and surrounding towns are organizing the Farmers' Elevator Co. and plan to build a number of elevators in Posey County.

Adrian A. Brummeler has bought a half interest in the Gaiser-Dean Grain Co. of Grand Rapids, Mich. The firm will hereafter be known as the Gaiser-Brummeler Co.

John Mueller, a coal dealer at Lockland, O., will enter the grain business at that point and build an elevator. The house will be 40x124 feet and 68 feet high and will cost about \$25,000.

The National Elevator Co. of Indianapolis, Ind., is installing a No. 3 U. S. Fan Discharge Corn Sheller at its elevator at Johnson, Ind., furnished by the B. S. Constant Co., Bloomington, Ill.

A. Smith & Co., Sheridan, Ind., have installed two 6-foot "Safety" Platform Wagon Dumps and a B. S. C. Chain Drag and Conveyor manufactured by the B. S. Constant Co., Bloomington, Ill.

The Cygnet Elevator Co. of Cygnet, Ohio, is installing a 50-foot Constant "Safety" Ball Bearing Man-lift. The Burrell Engineering and Construction Co. of Chicago has the contract.

L. Martin, of Delphi, Ind., has bought the elevators of Donlin & Ryan at Delphi and Rockfield, Ind. The former elevator was badly wrecked recently by a freight train which jumped the track and crashed into it.

Harting & Son of Elwood, Ind., are equipping their elevator with a self-locking rail dump equipped with the Eclipse Controller and a B. S. C. Chain Drag and Feeder in the sink. L. J. McMillin of Indianapolis, Ind., has the contract.

The elevator of the Farmers' Elevator Co. at South Whitley, Ind., has been completed. Mr. Geo. Lee had the contract. O. Gandy & Co. have also made extensive changes in their elevator and have added considerable new machinery.

The capital stock of the East Side Iron Elevator Co., of Toledo, O., has been increased from \$100,000 to \$150,000. The plant will be greatly enlarged, six new grain tanks being already under construction which will be completed by August 1.

The Montezuma Mill and Elevator Co. of Montezuma, Ind., has been incorporated to do a grain and milling business with a capital of \$10,000. The directors are F. H. C. Rohm, G. W. Rohm, W. P. Montgomery, H. H. Heller and C. O. Seybold.

Work on the new elevator of O. O. Crowell at Columbia City, Ind., is progressing rapidly and it is expected that the elevator will be in operation by July 1. The new house is located on the Vandalia tracks and will have a capacity of 20,000 bus.

The Farmers' Commercial Grain and Seed Co. of Risingsun, O., has been incorporated and capitalized at \$15,000. The incorporators are S. S. Shaw, William Myers, R. S. Ohler, C. G. Myers, John C. Bower, A. J. Day, W. H. Mann and M. B. Bowe.

The warehouse of Early & Daniel which has stood near the entrance to Eden Park, Cincinnati, O., has been condemned by the park commission and will be dismantled. The grain firm has secured a long lease on the premises at 717 and 719 Hunt street and is already well settled.

The elevator of the Spencer-Miller Co., which is located just south of Piqua, O., has been moved across the tracks of the Dayton & Troy Traction Co.'s tracks to a new site, where it will be overhauled and equipped with the most up-to-date machinery. The building is one of the oldest in that part of the state, being erected in 1840 and originally used as a distillery and grist mill.

The Nading Mill and Grain Co. of Shelbyville, Ind., is building an elevator at Greensburg, Ind. It will be equipped with one No. 3 U. S. Fan Discharge Corn Sheller, one No. 16 U. S. Grain Cleaner, one 50-foot Constant "Safety" Ball Bearing Man-lift and a B. S. C. Drag and Feeder Outfit, besides the transmission machinery. The Burrell Engineering and Construction Co. has the contract and the B. S. Constant Co., Bloomington, Ill., furnished the special machinery.

A report from Washington says that the English sparrow, the bird nuisance of American cities, may perhaps be gratified for its continuous existence, as it has been found that the sparrow is a vigorous enemy of the alfalfa weevil, an evil which threatens to spread throughout the entire alfalfa farming territory of the West as the cotton-boll weevil has spread in the South. The weevil has appeared only in Utah and part of Wyoming, but a dozen other states, it is said, will be affected within a few years unless a real enemy of the pest is introduced to fight it. The Biological Survey is to experiment with other birds this summer, and will not recommend that the English sparrow be sent into

the alfalfa territory unless no other effective enemy of the weevil can be found. The Bureau of Entomology has received from its agent in Italy a number of parasites which feed on alfalfa weevil, and these will be sent to Utah at once.

[Special Correspondence.]

TOLEDO AND OHIO GRAIN NEWS.

BY E. F. BAKER.

The wheat crop in Ohio will not cut much of a figure this year, as a large proportion of the acreage has been abandoned, fields being turned over to clover which was sown early in the season with wheat in the hope that it might be some protection to the young plants, others being sown to oats. Corn planting is for the most part over and both the corn and oats crops are looking good thus far. Local wheat has shown some improvement during the past two weeks, because of good growing weather. According to well informed grain men the growers in this section have marketed all their old wheat, and very few secured the top-notch prices, as most of the growers had disposed of their wheat before the advance. Wheat was quoted at \$1.15½ when 'Change closed today, and yesterday it reached \$1.16¼. The high tide mark during May was \$1.21½. The market is expected to fluctuate with the weather more or less for some time now, but it is expected that with any kind of growing weather prices will decline. The shortage in the Ohio wheat crop is estimated at the Ohio agricultural experiment station to be at least 20,000,000 bushels this season, due to the extremely hard winter and the ravages of insects. This makes the outlook for Ohio just one-third of an average crop or a little more than enough to furnish seed for next year. The wheat movement has been light during the past week, 77,500 bushels being shipped from this market and 110,000 bushels being received. During the month of May 675,000 bushels of wheat were brought into this market by water. Of this amount 195,000 bushels was spring wheat from Duluth and 480,000 No. 2 red winter wheat from Chicago and Milwaukee. Most of this shipment was consigned to the National Milling Co. and C. A. King & Co. This crop of No. 2 red is to make up for the short crop movement expected in July and August.

Corn so far as can be seen at this time is looking very well and there is a fair acreage, many wheat fields having been plowed up and planted to corn. A few nights ago there was a frost in the lowlands which may have damaged the corn somewhat, but it is not thought to be serious. Corn receipts are light and the shipments are fair for this season of the year.

There will be an exceptionally good crop of oats, much of the wheat acreage having been sown to this crop. The plants are looking splendid thus far and according to present indications there will be a good yield. Receipts for the month were 9,500 bushels and shipments 9,000.

Messrs. H. L. Goemann, K. D. Kielholtz, C. W. Mollett, W. H. Haskell and F. H. Paddock toured to Peoria, Ill., to the Illinois Grain Dealers' Association meeting being held there. Mr. Goemann will give a talk before the association. The party will go to Indianapolis to attend the Indiana meeting, June 14-15. The gentlemen report an immense oats acreage from Toledo to Peoria, with a fine stand in Ohio and Indiana. Corn though small shows a good stand and with good growing weather will make good headway.

Mr. Benore, one of the best farmers in this section, who with his sons and son-in-law put in 400 bushels of wheat last fall in Summit county, O., and lower Michigan, has lost the entire crop. Some fields have been left to the clover, which was planted to protect the wheat plants, while the bulk of it was plowed up and planted to oats. The failure of the wheat represents a loss of \$800 in seed alone. Last season Mr. Benore harvested a crop of wheat which averaged 30 bushels to the acre.

Messrs. F. I. King and W. S. Paddock expect to attend the meeting of the Grain Exchanges of the United States at Cedar Point. At this meeting Mr. Paddock will give a paper on "Trade Rules, Ancient and Modern."

An arrangement has just been made between the Ohio experiment station at Wooster and the United States Department of Agriculture whereby each of the 88 counties in the state will have resident farm experts to confer with farmers regarding the management of their farms to secure the best possible crops. A state leader will be in charge of the work and seven district supervisors will be stationed in different parts of the state to direct the work. The salary and expenses of the state leader and the district supervisors will be paid jointly by the experiment station and the government. County agents will be supported partly by the people of the county or some organization interested in the advance of agriculture and by the Wooster station. The resident agents will devote their entire time with the farmers in planning systematic development of their farms. The scheme will go into operation July 1. Secretary Wilson of the United States Department of Agriculture is an enthusiastic believer in the new venture and declares that the plan will bring

the latest and most scientific agricultural information to the door of every farmer and help him to apply such information to his local conditions.

Toledo grain men are making elaborate preparations for the twenty-third annual meeting and reunion of the Ohio Grain Dealers' Association, which will be held at Cedar Point, Wednesday and Thursday, June 19-20. John F. Courcier of Toledo, secretary of the Grain Dealers' National Association, will deliver an address on "Federal Inspection of Grain." About twenty local grain men expect to attend the meeting. An election of officers will be held Thursday.

Toledo was in bad shape last season on account of a shortage in elevator space. The East Side Iron Elevator has made some additions to its steel tanks, several old elevators which have not been in use heretofore were cleaned out and fitted up for storage purposes and the Toledo Grain and Milling Co., of which Edwin L. Camp is the head, has let the contracts for the building of eight new steel tanks which will provide a quarter of a million bushels' capacity. The tanks will be built near the plant on the company property on Swan Creek and will be used for the storage of grain needed in the milling business of the concern exclusively. Other improvements will be made and the total cost will be \$50,000.

David Anderson, Fred Mayer and W. H. Morehouse, prominent Toledo grain men, made the trip overland by motor car to Indianapolis to view the recent speedway races there. They stopped at several points on the way.

Samuel Holder, for years a deputy inspector at the Produce Exchange in this city, was recently appointed chief inspector of the Indianapolis Board of Trade. He has already assumed his new duties.

S. L. Snyder of Holgate, a recent Toledo visitor, reports nine-tenths of the corn in his section of the country planted and up. Oats are looking fine.

A petition in voluntary bankruptcy was recently filed in the United States District Court at Toledo by the Ohio Hay Co. of Tiffin, O. The company's liabilities are listed at \$16,000 and the assets at about \$6,000. The members of the company are Earl E. Hensinger of Tiffin and Lawrence and Edward Reister of Crestline, O.

Henry Raddatz, a prominent member of 'Change, has recently returned from a trip through eight northwestern Ohio counties. He found some corn from eight to ten inches high and quite a percentage not yet planted. Oats were in uniformly good condition.

The Farmers' Commercial Grain and Seed Co. of Rising Sun, O., was recently incorporated with a capital stock of \$15,000. It is the purpose to establish an elevator at that place.

Henry W. Devore of H. W. Devore & Co. has returned from an expedition into Michigan, especially the central portion of the state. He reports grass looking good. Heavy rains have helped out the hay situation, but have delayed corn planting considerably. Oats in that section are a little backward, but are of good color and general appearance.

The West End Elevator at McComb, O., has changed hands, having been purchased by L. J. Cruikshank of Fostoria, O. Mr. Thrailkill, present manager of the concern, will be retained, as will the balance of the force.

BOMBARDING FOR RAIN.

An attempt to bring rain at Wichita Falls, Texas, on June 1 by bombarding the upper ether with dynamite was a failure. A telegram to the St. Louis Globe-Democrat says:

When it was realized several days ago that another rain was needed to insure a successful wheat crop the dynamite plan was hit upon and business men and farmers began to get busy. One thousand dollars were raised and the dynamite ordered by special train from Dallas, 6,000 pounds being considered necessary. The shipment arrived May 31, and with a large number of volunteers Wichita Falls began shooting for rain.

When the firing began the sky was almost clear, there being a few filmy white clouds. Early in the afternoon dark clouds began to appear, growing heavier and darker as the afternoon progressed until after nightfall the sky was completely overcast.

Lightning and some thunder were noted; and those who had taken the small end of the 2 to 1 money that it would not rain began to feel jubilant. Before midnight, however, the skies cleared and the night passed with "nary a drop of rain."

This morning, June 1, rain fell at a number of points in North and West Texas, the nearest being fifty miles from Wichita Falls. Some facetious ones in the rain visited localities sent telegrams here, thanking the local Chamber of Commerce for going to all the trouble and expense for their benefit.

"Well," said one of the old-timers here, "last summer when we needed rain we tried praying for it, and that didn't do any good, and this year we've tried dynamite, and it looks like we ain't going to have no luck with that, either."

The Senate on May 16 passed the agricultural appropriation bill, carrying \$18,000,000 for the conduct of the department for the next fiscal year. The Senate increased the total appropriations in the bill as it came from the House about \$2,000,000.

COMMISSION

Harry J. Patten, grain merchant of Chicago, returned home recently from a seven months' tour around the world.

Henry Webber, grain merchant of Cincinnati, Ohio, left that city early in June for a tour of three months in Europe.

L. B. Wilson, formerly doing business through Young & Co., Chicago, has been elected secretary of E. M. Samuel & Co., Chicago.

McCaull-Dinsmore Co. of Minneapolis, Minn., have opened an office in the Citizens Bank Building, Aberdeen, S. D., in charge of S. F. Trask.

C. B. Congdon has associated himself with Knight, McDougal & Co. of Chicago, and the firm of Congdon & Steever has been dissolved. J. G. Steever will continue under the style of J. G. Steever & Co.

The Sorenson Grain Co., Inc., of Duluth, Minn., has removed its headquarters to Minneapolis, Minn. The officers of the company are Hans Sorenson, president and treasurer; James Sorenson, vice-president; E. L. Sorenson, secretary.

Ware & Leland of Chicago have taken over the office and grain brokerage business of A. J. Clark at Marshalltown, Iowa. C. E. Lewis has assumed charge of the office. It was reported that Mr. Clark would go to Chicago and engage in the grain commission business.

T. A. Grier of T. A. Grier & Co. of Peoria, Ill., attended the recent inauguration of John Grier Hibben as president of Princeton University, New Jersey. Mr. Grier is Mr. Hibben's uncle. Among the speakers were President William H. Taft and Chief Justice White.

The grain firm of Thompson & Earle of Montreal, Que., has voluntarily dissolved partnership, and the business is being continued by Mr. Earle. The reason given for the dissolution is the retirement from active business of Mr. A. G. Thompson, who has conducted a grain business at that port for the past thirty years and who wishes to take a rest.

The Gale Bros. Co. of Cincinnati, Ohio, have a copy of a very beautiful painting, "Parting Day," by Lamasure, on their June calendar card. There is a verse also which runs as follows:

If there's a man in your town
Who would be wondrous wise,
Just let him ship his wet, green corn,
To the Only Firm That Dries.

The failure has been announced of Proctor & Co., one of the oldest, largest and best known firms of Liverpool. The failure was alleged to be the result of serious defalcations by one of the company's employees, so that the firm was unable to meet its liabilities. The amount involved was reported to be around half million dollars and the loss will fall chiefly on banks.

The firm of Miller & Barlow, which has been conducting a grain brokerage business at Streator, Galesburg, Menmouth and Kirkwood, Ill., dissolved partnership on May 31. Lamson Bros. & Co. of Chicago took over the Streator office and placed Dean L. Moberly in charge. H. C. Miller, former manager, has taken a position in the company's home office at Chicago.

Charles Dickinson, vice-president of the Albert Dickinson Company, wholesale seed merchants of Chicago, Ill., and with branches in leading terminals, flew as a passenger in an aeroplane to Lake Geneva one day recently with Aviator Max Lillie. The two left the aviation field at Hawthorne at 3 o'clock and reached their destination at 5:55, covering a distance of 106 miles, only eighteen miles less than the American passenger record made by Paul Beck several weeks ago at Washington Park.

Adolph Lichstern, of Chicago, whose spectacular deals in the pit have made him famous, has been granted an injunction by Circuit Judge Frederick Smith which restrains the J. Rosenbaum Grain Co. from storing its own grain in any of the six public elevators which it owns and from storing any grain treated in its own cleaning house. In explaining his decision Judge Smith says:

"The evidence shows that the defendants have purchased large quantities of grain and caused it to be shipped to Chicago, and that, while the grain so purchased was in transit, they have sold it for cash to sundry brokers to go to store in one of the defendants' warehouses at a price one-eighth of a cent per bushel lower than the ruling price for future deliveries.

"The defendants have, at the same time, and as part of the same transaction, purchased a future from these brokers for the same number of bushels at a price usually one-eighth of a cent per bushel, and in some instances one-fourth of a cent per bushel, and the actual carrying charges, above the cash price at which the grain was sold by the defendants. But one conclusion can be drawn. The defendants are storing their own grain in their public warehouses. In other words, the brokers are the agents of the defendants to carry the grain, and the defendants have an interest therein other than as warehousemen."

THE EXCHANGES

St. Louis on May 14 voted \$2,000 in aid of the Crop Improvement Committee.

The exchanges of Peoria, Cleveland and Cincinnati have filed at Washington protests against the McCumber bill.

The "call" rules at Wichita have been changed to permit deals in all of Kansas and Oklahoma instead of parts of Kansas only.

Ed. R. Terrill, of Erlange, Ky., has been elected president of the Hay & Grain Exchange of the Cincinnati Chamber of Commerce.

The New Albany, Ind., Chamber of Commerce has opened headquarters for trading in grain. The Uniform Grade Rules have been adopted, and M. T. Enos will be grain inspector.

The Cincinnati Grain and Hay Exchange on May 27 elected the following directors: Edward B. Terrill, J. W. Van Leunen, P. M. Gale, Ralph Gray, C. E. Nippert, August Ferger and Alfred Gowling. On June 5 Edward Terrill of Early & Daniel Co. was elected president.

W. Scott Cowen on June 10 celebrated the eighth anniversary of his appointment as chief grain inspector of Illinois. He has held the office considerably longer than any of his predecessors and in evidence of the appreciation of members of the grain trade and employees of the department his office in Chicago was filled with flowers.

The Duluth Board of Trade blackboard on May 29 carried a notice substantially as follows: "Stop deliberately boosting of May flax. Those who default will not be made to pay you any more than actual damages, and in proving what those damages are you will have to face the charge that you deliberately boosted the price of May flax to embarrass the shorts. The Rules prescribe fines for such conduct and those who refuse to pay their fines will be expelled."

CHICAGO BOARD OF TRADE BLDG.

A formal report of an engineer employed by the Chicago Board of Trade on the condition of the association's building having declared it to be in an unsafe condition, due to settling, and unprofitable to repair.

President Frank M. Bunch has appointed a committee of seven to investigate the question of a new building and report to the directory and membership later. The committee includes the regular real estate committee of the Board and four other members. It is composed of L. F. Gates, F. B. Rice, Joseph Simon, A. O. Mason, Robert McDougal, E. L. Glaser and J. C. Wood. The president is also ex-officio chairman of the committee.

At a ballot on May 21 the members on May 21 cast 586 votes in favor of a new building.

COUNCIL OF EXCHANGES.

Following is the program of the mid-summer meeting of the Council of Grain Exchanges at Cedar Point Hotel on June 17 and 18:

Address by President Merrill, followed by reports of Secretary Pickell and Treasurer Richardson.

Committee reports—Bill of Lading, Chas. England; Uniform Rules, H. L. Goemoren; Uniform Grades, E. H. Culver; Publicity, J. C. F. Merrill; Finances, T. E. Cunningham.

The afternoon of the first day will be devoted to the Crop Improvement Committee's reports by Chairman Murray and Secretary Ball.

TUESDAY—SECOND DAY.

"Protection and Farmers of Grain Exchanges," by C. A. Magnuson of Minneapolis.

"Trade Rules Ancient and Modern," by F. O. Paddock of Toledo.

Miscellaneous Subjects.—Amendment of Pure Food and Drugs Act; Uniform Market Statistics; National Legislation; Contract Grades of Grain; United States Standardization of Grain Grades; Manipulation of Grain Markets; Uniform Trade Rules; Individual Crop Reports.

Resolutions submitted for consideration of Council by the directors of the Illinois Grain Dealers' Association:

Resolved, That the practice of charging interest on drafts drawn on grain bought f. o. b. shipper's track is unjustifiable and unbusinesslike.

Resolved, That interest charged against drafts drawn on consigned grain should cease when grain is inspected. The practice of charging interest one day after unloading is unfair to the shipper and leads to abuses.

Resolved, That all markets be requested to adopt uniform methods of certification in reporting the physical condition of cars, grain laden, on arrival, and also the seal records.

Resolution submitted for consideration of Council by Federation of National and State Grain Association Secretaries:

Whereas, Great advances have been made throughout the grain trade in the past few years in regard to uniformity in many particulars, and

Whereas, Each and every terminal market throughout the country practically handles its grain business in a similar manner; therefore be it

Resolved, That the representatives of the shippers' associations in attendance at this meeting held in the La Salle Hotel, Chicago, May 21, A. D. 1912, respectfully request that the Council of Grain Exchanges use its influence to standardize certificates issued by the various exchanges, members of the Council, to wit: certificates of inspection, certificates of weight and certificates of car condition; that said certificates may be of uniform size, form and verbiage with an individual color scheme for each market.

INDIANAPOLIS BOARD OF TRADE.

The annual election of officers of the Indianapolis Board of Trade took place on June 10, when the following were chosen:

President—Roscoe O. Hawkins.

Vice president—Bert A. Boyd.

Treasurer—Tom Oddy.

Governing Committee—John S. Lazarus, Charles C. Perry, Dr. James H. Taylor, William H. Cooper, Frank A. Witt, L. J. Blaker, L. C. Boyd, Edgar H. Evans, S. M. Dyer, William J. Mooney, Edward B. Raub and John E. McGettigan.

R. O. Hawkins had been vice president of the Board of Trade and Bert A. Boyd a member of the governing committee and chairman of the grain committee and Mr. Oddy, treasurer, was re-elected. The new officers and members of the governing committee who have just been elected will be installed at the next regular meeting of the governing committee. The election of secretary will be at the next meeting of the governing committee.

The vote cast, 6,543, was the heaviest that has ever been cast at an election of the Board of Trade. Each vote represents one share of stock, the members of the organization voting according to the number of shares of stock they hold.

NEW YORK PRODUCE EXCHANGE.

The annual meeting of the New York Produce Exchange was held on May 28. Edward R. Carhart, in his report, said the net surplus for the year was \$60,904, or \$6,915 less than the previous year. A part of his report is as follows:

"On the first day of May our membership roll showed 1,809 regular and 117 associate membership certificates outstanding, a total of 2,016; 1,847 of the regular membership participate in the gratuity fund. Thirty-three members and 24 associate members were elected during the year. Fifty-nine certificates of membership were purchased and cancelled during the year at a cost of \$27,270, wiping out a gratuity liability of \$179,524.94. There can be no question as to the wisdom of this policy and in carrying it out with such good judgment the members of our law committee are rendering a large service to the Exchange.

"Heavy increase in cash grain business resulting from the reduction in the rail rate on ex-lake export grain from Buffalo, proves the value of the work of our trade and transportation committee, and helped to make the grain inspection department self-supporting for the first time in several years. This result was also made possible by imposing a charge on all grain, whether track or in bond, enjoying the privilege of the port under the agreement of our Exchange with the railroads. The grain committee is to be congratulated on the result of their work for the year.

"We are again indebted to the members of the flour committee for the fine showing made by the flour inspection fund. This fund was operated at a net profit of \$1,966.66, against a net profit for the year 1911 of \$1,251.07, a net increase of \$714.99. This result was made possible by the fact that the members of the flour committee turned over to the fund all fees to which they were entitled. These fees amounted to \$1,090.

"The committee on trade and transportation, under authority of the by-laws, organized the new Bureau of Trade and Transportation during the year and it began operations on October 1, 1911. Mr. Charles J. Austin was appointed manager of the bureau and has taken up his difficult task with much energy. The bureau has already proven its value. The first four months of its existence were practically given up to the preparation of material for the differential case—by far the most important question before our Exchange—and the work of the bureau was invaluable in the preparation of the case for presentation to the Interstate Commerce Commission. In addition to this work our committee and manager were present at the several hearings on the case before the Interstate Commerce Commission in Washington. The case is now in the hands of the Interstate Commerce Commission and the outcome is fraught with large consequence to our members. Various other matters relating to transportation have had the attention of the bureau, Mr. Austin attending hearings at Washington relative to these matters in January and March, and holding many and frequent conferences with railroad officials relative thereto. The bureau has also been in close touch with the flour trade in the matter of the preferential duty on flour which the British West Indies proposed to extend to Canada, and has been working in co-operation with a spe-

cial committee of the flour trade appointed to consider the whole matter.

"It is always a pleasure to refer to the work of the arbitration committee. This year the committee has acted on eleven cases. During the year a question arose as to the power of the arbitration committee to sit as an official committee of the Exchange in cases where non-members were parties to the case. This right had never been questioned before. No doubt existed as to the right of the members of the arbitration committee to sit as private arbitrators; but as their decisions as such would necessarily be more or less construed as the decision of the arbitration committee of the New York Produce Exchange, the committee declined to act as private arbitrators, and decided to sit only in cases where their right to sit with full powers as confronted by the charter, was undisputed. As fully two-thirds of the cases coming before the arbitration committee are cases in which non-members are involved, this threatened to seriously interfere with the useful work of the committee, and it was decided to apply to the Legislature for an amendment to our charter removing all doubt in the matter. A bill amending the charter so as to meet the situation was passed by the Legislature on the last day of its recent session, and on April 12 the bill was signed by Governor Dix."

Before the meeting adjourned Mr. Ferris offered a resolution thanking Mr. Carhart for his work as president. It was unanimously adopted.

CHANGES IN EXCHANGE MEMBERSHIP.

Baltimore.—Sec'y Hessing reports that Harry R. Lewis, Div. Frt. Agt., B. & O. R. R. Co., has been elected a member of Chamber of Commerce and certificate of Edward S. King was transferred.

Chicago.—The secretary of the Chicago Board of Trade reports the following changes in membership during May: New members—Robert A. White, Rene A. De Russey, John J. Brady, Dean L. Moberley, Wm. H. Davies, Jas. W. Prindiville, Harvey S. Boyer, Lewis B. Wilson, Chas. A. Wright, Benjamin F. Hill. Transferred—Wm. C. Duell, Edw. W. Todd, Est. of Edw. L. Oppenheim, Thos. E. Wells, John A. McLeod, Geo. B. Mathews, A. J. Pattison, Jas. G. Sullivan, Robert H. Law, Alfred R. Luken.

A large and most interesting crop improvement meeting was held on June 10 under the auspices of the Chamber of Commerce of Milwaukee.

Cincinnati.—Supt. Culken reports the following members of the Chamber of Commerce elected June 4, 1912: Guy M. Freer, Receivers' and Shippers' Association, Commissioner, 722 Union Trust Building; James A. Reilly, Queen City Coal Co., foot of Freeman.

Indianapolis.—Sec'y Howard reports that the Stebbins Grain Co., late of the Board of Trade, has ceased business there.

Kansas City.—Sec'y Bigelow reports that R. C. Jackman has become a member of the Board of Trade on transfer of membership of James Russell.

Milwaukee.—Sec'y Plumb reports the following changes in membership in the Milwaukee Chamber of Commerce during the month of May were as follows: New members.—Wm. P. Walsh, Carl B. Mueller, Arthur G. Kneisler, Edwin A. Graff, Jr., Richard H. Knowles. Transferred memberships—Frederick E. Goes, Herman R. Mueller, deceased; Charles E. Laib, E. A. Graff.

Minneapolis.—Sec'y McHugh reports that the following were elected members of the Chamber of Commerce of Minneapolis during month of May, 1912: Gerald R. Martin, L. E. Katzenbach, Hans Sorenson, Louis Wommer, Henry F. Arnes, George G. Riegger.

The Eighth Annual Report of the Omaha Grain Exchange, by F. P. Manchester, has been published. It contains the statistics of the market and a list of officers and members.

St. Louis.—Sec'y Smith reports the following new members were received by the St. Louis Merchants' Exchange: Angus A. Clark, St. Louis Grain Clearing Co.; Arthur W. Schultz, Schultz & Nie-meiser Com. Co.; J. L. Amos, Gen. Agt. Missouri Pacific R. R., and Louis P. Hooss. The following memberships were transferred: Chas. Rippin, Geo. S. Hayes, R. C. Kerens, Leslie J. Schwabacher.

In the year just ended the Bureau of Farm Labor of the state of New York sent out 4,658 men, including 140 with families. Since its organization in 1905 the bureau has placed 28,180 men, including 640 with families. A number of other states can report practical results that demonstrate the need of a clearing house for farm labor in each of the important farming states.

In view of rumors of bank consolidations in the Canadian West, it is published at Winnipeg that the grain growers' executive committee of western Canada is taking into consideration the advisability of sending delegates to the old country, with a view to placing before capitalists the opportunities for loaning money at reasonable rates of interest in western Canada. The committee does not expect the proposed merging of banks to improve conditions, but instead predicts the rate of interest will be increased.

IN THE COURTS

The Northwestern Elevator Co., of Minneapolis, has brought suit against railroads in the Northwest for alleged shortages which amount to about \$1,000.

The Independent Grain & Lumber Co., of Mason City, Ia., has been awarded \$91 from the C. & N. W. Ry. for shortage of grain said to be lost in transit between Mason City and Chicago and Milwaukee.

The Standard-Tilton Milling Co. has been ordered to pay \$1,818 damages to the owners of the property adjoining the elevators of the milling company. The settling of the big tanks caused the damage.

The injunction secured by P. A. Bond and others prohibiting Geo. Grube, of Bay City, Tex., from planting his farm with Johnson grass has been upheld by Judge Wells of the district court, who holds that Johnson grass is a nuisance.

The Ohio Hay & Grain Co., of Findlay, O., has brought suit against the Big Four railroad for \$1,499.31, alleging that the railroad made excessive charges upon grain shipped by the plaintiff and asking for recovery of the alleged overcharges.

The Blair Elevator Co., of Atchison, Kan., has dismissed its suit brought against the Ewart Grain Co., of Lincoln, Neb., which charged that the defendant had failed to deliver a quantity of corn to the defendant and thereby caused the plaintiff a loss of \$644.66.

O. P. Hiatt, a Peoria contractor, has brought suit against the Turner Hudnut Co., of Pekin, Ill. The grain firm is alleged to have made an agreement with the contractor for the erection of an elevator, the grain company to pay 10 per cent more than the cost of the material and labor. The plaintiff claims that he has not received full compensation according to the contract.

Judge Emory Speer, of the United States district court, has ordered Miller Bros., grain dealers of Macon, Ga., to be placed under bonds of \$10,000 each and placed on trial during the November term of the court at Savannah on the charge of rebating. Miller Bros. were jointly indicted in the fall of 1910 with the Merchants' and Miners' Transportation Co., of Savannah, the Atlantic Coast Line and the Seaboard Air Line railroads on the charge of rebating.

The grand jury of New York county, N. Y., has indicted Gibson Oliver of the defunct firm of Durant & Elmore of Albany and his bookkeeper, Miss Mary Bulger, for grand larceny. Oliver has given bail in the sum of \$15,000, but Miss Bulger is nowhere to be found. Oliver has been tried three times in Albany county but in no case could a conviction be secured. Miss Bulger has disappeared, but District Attorney Whitman of New York county has detectives searching for her and is confident of securing her by the time the case is called.

In return for a settlement of a \$30,000 judgment against him, J. Sidney Smith, formerly a prominent grain dealer of Kansas City, Mo., agreed to dismiss the \$100,000 damage suit against W. T. Kempner and two other trustees of the A. L. Harroun Commission Co. The trustees are also to dismiss the involuntary bankruptcy proceedings brought against Smith in the Federal court. The \$30,000 judgment was because of notes which Smith had given the Harroun company and which, he asserted, were never to be negotiated. After judgment was secured, his bank account was attached and Smith asserted that his credit had been damaged and brought the suit which has now been dismissed.

The award of the arbitration committee of the Kansas City Board of Trade in the case of B. R. Beall and the Adams Grain Co. has been upheld in a recent decision. Beall, in 1905, agreed with his creditors on a settlement of 30c on the dollar. All agreed except the Adams Grain Co., which made a side agreement whereby Beall was to assume the 70 per cent individually. This private agreement was passed upon by the arbitration committee which ruled in favor of the Adams Grain Co. The membership of Mr. Beall was sold for \$2,655, of which the board retained \$500 for a transfer fee and was about to give the balance to the Adams company when Beall brought suit. The court decided that the Adams Grain Co. was entitled to the money.

A verdict for \$6,523.89 against the Traders' Grain Co., of St. Louis, has been returned in favor of Walter D. Coles, referee in bankruptcy in the case of Wirt E. Knapp. Knapp was adjudged a bankrupt in February, 1911. Coles alleged that the defendant accepted payment from Knapp after it was known that he was insolvent. Knapp bought grain in the country and shipped it to St. Louis, the consignor usually sending the bill of lading accompanied by a draft to a local bank for collection before the grain was released to Knapp. The evidence showed the grain company financed Knapp by advancing him money to take up the bills of lading, loaning him the money at 6 per cent interest and charging a 6 per cent commission for handling the grain. The grain company claimed Knapp's payments were not preference because the loans were secured claims.

Judge D. P. Dyer ruled the bills of lading were not valid security in respect to the bankruptcy act because the combined interest and commission charge constituted usurious interest. When Knapp failed he had liabilities of about \$40,000.

The M. T. Shepherdson Co., of Sioux City, Ia., has gone into the hands of a receiver. The assets are said to be about \$1,500 and the liabilities more than \$200,000. It is charged that receipts amounting to \$100,000 were appropriated by the officers and directors of the company. D. D. Wipf of Parkston, S. D., has been appointed receiver.

The Ohio Hay Co., of Tiffin, O., has filed a petition in bankruptcy stating its liabilities at \$16,000 and its assets at \$6,000. Charles Rosser, a hay dealer of Bellaire, O., had brought suit against the firm for \$2,000 damages for breach of contract and asking for an accounting and judgment on a balance alleged due him. The plaintiff charged that a contract was entered into whereby the defendant was to deliver hay and straw to the plaintiff at a stipulated price and that the defendant also agreed not to sell to any firm in Belmont county or the state of West Virginia.

The Foster Grain Co., of Lincoln, Neb., has asked the district court to determine who is the owner of \$348.96 which it has turned over to the clerk of the court. It is alleged that a quantity of wheat had been sold the grain company by Albert Bahr and this amount being due for the same was garnished by Carl Manke, who owns a judgment against Bahr. Then Johanna Bahr, wife of Albert, begun suit against the Foster company, alleging that the wheat belonged to her. Prior to this the money had been paid into court, to be there disposed of as the court might see fit. The Foster company now asks that Manke and Albert and Johanna Bahr be required to answer this petition and show what if any interest each has in the money. In the meantime the court is asked to enjoin them from prosecuting any other action for the purpose of gaining possession of the cash.

"GRAIN DOOR GRAFT."

One of the yellow papers of Chicago, which has a newspaper competitor who is also an owner and operator of grain elevators, gave its readers a special thrill the other day by announcing the end of the "grain door graft" in Chicago. The facts are that the Western railways, having perfected a plan for the recovery of the grain doors owned by them, taken from the cars when unloaded by the transfer elevators, the doors are no longer available for use by the Eastern roads or by the transfer elevators loading cars for eastward movement. The Eastern roads have been allowing the loading elevators \$2 per car in lieu of furnishing doors, and as the elevators had been able to "swipe" the doors from Western lines whose cars they unloaded, the profit to them was quite a handsome one. The Eastern roads, having abolished the allowance for doors, are now supplying them. As approximately 150,000 grain cars are unloaded in Chicago annually, the loss to the Western roads in this market alone was enormous. The allowance by Western roads to shippers for doors was cut out about a year ago (July 15, 1911).

The loss to the Western roads not only in Chicago but in other markets where the doors "disappeared" was of course very heavy, and in their endeavor to stop the leak they were supported by the Chicago Board of Trade, which insisted that the "discrimination" should be abolished all through the Central Freight Association territory; and the stand of both the General Managers' Association and the Board was supported by Commerce Commissioner Lane, who when asked by the carriers for an opinion on the practice complained of said:

There is no question in my mind but that a carrier may, and, in fact, should, undertake to furnish a fully equipped ear for the carriage of grain. The provision of the law under which an allowance is made to the shipper who furnishes part of the service was really intended to give us control over certain charges arising out of railway practices that never should have become railway practices. If grain doors are necessary to the carriage of grain they should be furnished by the carrier, and a shipper has no right whatever to claim that he may provide such doors and receive an allowance therefor when the carrier itself undertakes to furnish such doors. Of course, if there is a profit coming to the shipper out of such doors and you make the allowance to one shipper and to the others furnish the doors yourselves, you are just rebating by the amount of that profit to a certain shipper. I think the view of the Commission is that the entire car should be furnished by the carrier in proper shape for movement.

Arrangements are being made, it is said at Buffalo, by representatives of the Scottish Co-Operative Wholesale Society, Ltd., for the storage there of wheat brought down the lakes from the Canadian Northwest until favorable ocean rates prevail for its transportation to Europe. The Society, which is the wholesale department of some 280 retail co-operative societies in Scotland, now owns six large receiving elevators in western Canada. Its total sales last year were approximately \$37,690,000.

FIRES-CASUALTIES

The Fancy Prairie Grain & Coal Co. elevator at Fancy Prairie, Ill., has burned.

The house of the Farmers' Elevator Co. at Gary, Minn., was totally destroyed by fire June 5.

The warehouse of the Granger Implement and Produce Co. of Granger, Wash., burned recently.

The warehouse of the Puget Sound Warehouse Co. at Athena, Ore., burned recently and was a total loss.

The elevator of the Winnipeg Elevator Co. at Bradwardine, Man., burned recently with 5,000 bus. of grain.

The elevator of the Cargill Elevator Co. at Kerkhoven, Minn., was slightly damaged by lightning recently.

Two elevators of the Maple Leaf Milling Co. at Brandon, Manitoba, burned May 10 with a loss of nearly \$100,000.

The elevator of the Farmers' Elevator Co., at Colfax, Ill., was struck by lightning recently but little damage was done.

The steamer Smith Thompson was stranded near the Soo recently, but after lightering 2,000 bus. of grain was released.

The Atlantic Elevator Co.'s elevator at Lintonville, Minn., was struck by lightning recently and burned to the ground.

Fire destroyed the elevator of Clay Millikan at Mt. Summit, Ind., May 23, and caused a loss of \$2,500; insurance, \$1,200.

The elevator of Bingham Bros., at Fox Lake, Minn., was struck by lightning recently but the blaze was easily extinguished.

The elevator of Prather & Groves at Van Wood near Sherman, Ill., burned May 21, together with the office, a hundred feet distant.

Fire of unknown origin destroyed the warehouse of the William Rosted Company, 1329 North Ashland avenue, Chicago, recently, entailing a loss of \$25,000.

The elevator of the Jim River Grain Co. of La-Moure, N. D., was struck by lightning May 26, causing a small blaze which was extinguished without loss.

The elevator of H. C. Arnold & Son at Bluffton, Ind., was attacked by fire recently, but the blaze was discovered and extinguished before much damage was done.

The W. B. Martin alfalfa mill at Dodge City, Kan., burned recently with a loss of \$10,000; no insurance. The first is believed to have been the work of an incendiary.

The elevator of Morrison, Finch & Co., at Hillsboro, Ind., burned June 4, with a loss of \$15,000. The fire was caused, it is thought, by spontaneous combustion. The house will be rebuilt at once.

Daniel Wells, a workman employed on the construction of a large concrete tank for the Kansas Milling Co.'s plant at Wichita, Kan., fell 67 feet to the bottom of the tank and was instantly killed.

The Farmers' Elevator Co. elevator at Hydro, Okla., burned May 27 and 1,000 bus. of corn and 7,000 lbs. of flour consumed. The house was insured for \$5,200 and will be rebuilt immediately.

The farmers' elevator at Huff, N. D., was burned recently, together with 5,000 bus. of grain. The fire originated from a hot bearing in the loading machinery. A new elevator will be erected immediately.

Fire, caused by spontaneous combustion, destroyed the plant of the Hughes Elevator and Warehouse Co. at Nashville, Tenn., May 21, entailing a loss of nearly \$100,000. The loss is partially covered with insurance.

The elevator of Rhodes & Mayer at Howe, Neb., burned May 15 with a loss of \$10,000. The house had been reconstructed last year and contained 4,000 bus. of grain. The loss is covered by insurance and the plant will be rebuilt at once.

The four-story warehouse of J. W. Walters, Philadelphia, Pa., was attacked by fire May 24 and completely destroyed. The fire was thought to have been extinguished, but broke out a second time with increased force. The loss on the building and contents has been placed at about \$150,000.

Geo. W. Cole on May 22 gave his annual dinner to neighborhood grain dealers at Bushnell, Ill. Speeches were made by Lee G. Metcalf, S. W. Strong, and others. H. A. Rumsey, Chicago, was toastmaster. There were about 35 guests, including President Bunch of the Chicago Board of Trade.

Kansas, too, seems to be petering out as a broom corn producer, for with the exception of 1910 (yield 29,561,000 lbs.) the crop has irregularly but pretty steadily declined from 34,017,000 lbs. in 1892, 49,819,000 lbs. in 1893 and 60,511,360 lbs. in 1895 to 11,894,375 lbs. in 1911. Oklahoma is still a heavy producer and Wichita is the central market of the country for brush, to which broom makers from all parts of the nation send their buyers.

TRANSPORTATION

The G. N. Ry. now enters Winnipeg over its own rails.

Grain rates, Ft. Williams to Buffalo, were cut to 1½c on May 25, with little demand for grain space.

The trunk lines are making a rate of 4½c on wheat Buffalo to seaboard for export, effective July 1 to September 1.

The July meeting of the National Industrial Traffic League will be held at the Cadillac Hotel, Detroit, on July 17 and 18.

Kansas and Nebraska roads are said to be putting their grain rolling stock into condition for a heavy traffic after the wheat harvest begins.

All records for 13 years for handling grain at Buffalo were broken for the week ending May 18, 8,442,022 bushels of grain having been unloaded.

The Commerce Commission has suspended the new tariffs for flax and bran in the Northwest until September 28. The rate now is 7c Minneapolis to Chicago.

The annual report of the Deputy Minister of Railways and Canals of Canada says the canal traffic for 1911 declined nearly 5,000,000 tons, while generally the trend of traffic on the lakes seems to be drifting to the American rather than to the Canadian seaboard outlets.

The Commerce Commission on May 28 dismissed the complaint of the Wisconsin State Millers' Association against the Milwaukee and other roads in which the millers asked for the restoration of proportional rates on grain and grain products from Kansas City, Omaha and Council Bluffs to certain milling points in central and eastern Wisconsin.

The Commerce Commission on May 16 handed down an opinion holding that where a railroad has a wharf to which its tariffs offer delivery and at which part of the shipping public is served, the wharf becomes a public terminal, and if all shippers are not given access to it by the boats they choose to employ it becomes the carriers' duty to make deliveries at other docks at the same rate.

The Commerce Court on June 7 annulled the order of the Commerce Commission directing the Louisville and Nashville Railway to cease granting to the city of Nashville the privilege of reshipping grain, grain products, and hay from Nashville so long as the same privilege was denied to Atlanta and other Georgia points. The court held that there was no discrimination against the Georgia cities in the Nashville reshipping privilege and no violation of law. Four other orders of the commission in cases of lesser importance were sustained by the court.

Effective June 15 the M. C. R. R. will apply rates from Chicago to points in Central Freight Association territory on grain originating at points in Illinois. Hitherto this road applied to grain originating at points in Illinois destined to points in Central Freight Association territory the same rates as applied to grain originating in so-called Trans-Mississippi River territory. That company has now canceled such application as to grain of Illinois origin and will hereafter apply local rates to such grain. With this change the rates via the Michigan Central R. R. are on the same basis as is in effect via other lines.

The Chicago Board of Trade Transportation Department on May 23 published the following on the change in the rule covering inbound weights: "Grain delivered to transit houses will be subject to full tariff rates of inbound carrier based on Board of Trade or official weights; charges to be paid to said road within not to exceed ten days, inclusive of Sundays and holidays, after such grain is tendered to such transit houses. If official Board of Trade weights cannot be obtained within ten days on account of delay for which the elevator is responsible, freight charges shall be based upon the maximum capacity of the car, subject to correction to proper weight as soon as official Board of Trade weight can be obtained. If charges are not paid within the prescribed time, transit privileges on that grain will not be allowed; but failure of the inbound road to present freight bills within the prescribed time shall not operate to deprive the grain of transit privileges."

PUBLISHED RATES THE ONLY LEGAL RATES.

The general rule is that a private steamship company or any carrier is bound by the rate given to and accepted by a customer, unless the rate is so unusual that the customer must know that a mistake has been made in quoting it. That is the general rule; but carriers acting under the interstate commerce law are bound by the special rule laid down in that law, and their customers are likewise bound. All such carriers are bound by the statute to give the same rates to all customers, and these rates must be published in the form of a schedule and prominently displayed. These are the only legal rates. The shipper is bound to know what they are as he is bound to know all things estab-

lished by law. The carrier is legally bound to charge and collect the schedule rate, whether he has quoted a different rate or not; and the shipper is bound to pay the schedule rate, whether a different rate has been quoted to him or not.—*Journal of Commerce.*

COOPERING GRAIN CARS.

The freight bureau of the Milwaukee Chamber of Commerce calls attention of grain shippers to the fact that the railway companies will not pay or make any allowance for lumber used in coopering cars and that when shipping grain they should insist upon the railway agent furnishing suitable grain doors for cars. The published rule of the railway companies reads as follows:

"Suitable grain door boards will be furnished at all loading stations for use in coopering cars, and in the event that the supply at any station should run short, the local agent is authorized to purchase the necessary lumber until such time as his supply of grain door boards is replenished."

IMAGINATION VS. COMMON SENSE.

Half the cost of the Panama Canal would have dredged the whole length of the Mississippi, and a quarter, or less, of Professor Johnson's estimate of the cost of maintenance would have kept the channel dredged, and the resulting benefit to the United States would have been decidedly greater than anything that is likely to come to us as a result of cutting the continent in two and allowing the Atlantic and the Pacific oceans to mingle. But the canal idea appealed powerfully to the imagination, and digging mud out of the bed of the Mississippi, so that it should not be higher than the surrounding country, only appealed to common sense. So we are making the Panama Canal, chiefly for the benefit of the maritime nations, and the Mississippi is annually overflowing and this season is worse than usual.—*Philadelphia Record.*

THE SMITH BILL AND I. C. C. RECORDS.

The Smith Bill (House) provides as follows:

"That in suits brought to enjoin, annul or suspend any order, decision or requirement of the Interstate Commerce Commission, or to recover damages or for other relief arising out of the order, decision or requirement of the Interstate Commerce Commission, the facts and conclusions of facts found by the commission shall be conclusive of such facts and conclusions, except where it is alleged and proven that such order, decision or requirement is violative of some right guaranteed by the Constitution of the United States, or of a State; and in such cases the findings and conclusions of the commission shall be prima facie evidence of the facts found or conclusions made.

"Section 2. That any party to a proceeding before the commission or other party interested in any order or decision of the commission as to whom the commission shall have refused, or shall hereafter refuse, to allow any claim for damages, shall have the right to bring and maintain suit to recover such damages to which he may be legally entitled upon the findings or conclusions of the commission, in the same courts and subject to the same rules and procedure as suits brought upon an order of the commission requiring the payment of damages. Such action in cases where the commission shall have heretofore refused to allow such claim may be brought within one year after this act takes effect, and as to cases arising subsequently within one year."

THE BILL OF LADING BILLS.

J. M. Belleville, president National Industrial Traffic League, on May 23 issued a bulletin in which he says in part:

"After a full discussion of both (House and Senate bill of lading) bills, the merit of each being approved, it was generally conceded that the Pomerene Bill (S. 4713) was the more complete in its dealing with the status of bills of lading in all particulars—being a complete code on bills of lading and as practically the same bill has now been adopted in nine states and is now pending before other state legislative bodies, for the sake of securing uniformity in the laws of bills of lading both state and Federal, the Pomerene bill received the unanimous recommendation of those in attendance at this meeting.

"Following considerable discussion in both the Senate and the House upon this bill of lading question, on May 14th, 1912, there was introduced into the Senate, Pomerene Substitute Senate Bill No. 6810, relating to bills of lading in commerce with foreign nations and among the several states. This substitute bill is in all respects the same as the former Pomerene Bill (S. 4713), but with less verbiage, and this substitute bill will undoubtedly be before both Houses for discussion within a few days.

"We urge upon all our members that they immediately wire and write their representatives, both in the House and Senate, urging upon them the

adoption of Pomerene Substitute Senate Bill No. 6810, also that commercial bodies affiliated with our League take prompt action in urging the passage of this bill."

TESTING THE WISCONSIN DEMURRAGE LAW.

In order to test the new demurrage law of Wisconsin, the freight bureau of the Milwaukee Chamber of Commerce recently filed a complaint on behalf of one of the hay dealers at Milwaukee, covering a case where this dealer was obliged to pay four dollars demurrage on a shipment of hay from Reedville to Milwaukee, which should have arrived within three days, but which was in transit for over two weeks. After a formal hearing the Railroad Commission rendered its decision, using the following language:

"It is conceded that the car here in question was delivered to the carrier on January 5, 1912, at Reedville, Wisconsin, and that same did not reach its destination until January 23, 1912. If the car had been transported at the average rate of seventy-five miles per day, it would have reached its destination within two days after its receipt by the carrier. Under the statute, the shipper was entitled to at least thirteen days additional time for free unloading. As the delay in unloading, after receipt of the shipment by the consignee, was less than the time the shipment was in transit in excess of the statutory allowance, no car service or demurrage should have been charged to or exacted of the petitioner. It follows that the demurrage paid to the carrier must be refunded."

The matter was then taken up with the railway company to obtain a refund of the amount collected, but this has been refused and the attorney for the railway states:

"The order of the Commission is only prima facie. The Commission has no power or authority to pass upon the validity of the law and it could only be tested upon a suit by a party in whose favor the order was made. We will not recognize this law until the decision of the courts upholding it."

A suit is now pending which will be taken before the Supreme Court of Wisconsin at the earliest possible date with a view of getting a final decision as to the constitutionality of this law.—*Doings in Grain at Milwaukee.*

PREPARATION OF CLAIMS FOR TERMINAL ALLOWANCES.

The Chicago Board of Trade Transportation Department gives notice as follows:

"Your attention is directed to the tariffs of the carriers covering terminal allowances for switching or transfer wherein specific conditions are provided under which such allowances will be made.

"The tariffs of the different carriers are not uniform as to the conditions and requirements to be observed in the preparation of claims for such terminal allowances, and the claimant should read the conditions and follow out the requirements which the tariffs of the carriers provide must be observed in order to legally obtain such terminal allowances.

"As to the feature of elevation allowance, the tariffs of all the carriers, with the exception of the Chicago & Eastern Illinois R. R. and Illinois Central R. R., are uniform, in that they specify that claimants' bills must specify thereon one or more of nine reasons for which the allowance is authorized, as fully set forth in our Bulletin No. 167.

"As to elevation allowance by the C. & E. I. R. R. and Illinois Central R. R., the tariffs of these carriers specify the following requirements:

"Chicago & Eastern Illinois R. R.: 'Such allowance will be made only on statements from shippers showing date of shipment, car numbers, kind of grain and destination, such statements to be supported by weight or elevator certificates showing the service as having actually been performed.'

"Illinois Central R. R.: 'This allowance will be paid only when bills are accompanied by elevator certificates showing that the service was actually performed.'

"The C. & E. I. R. R. advises that some of the trade in making their claims for elevation allowance are not showing proper certification as to the transfer having been performed. This carrier requests that in future claimants shall certify on the face of their bills that the elevation service was performed at Blank Elevator for their account.

"If you will, therefore, support your claims in the manner required, you will obtain a quicker settlement of the same."

The Missouri College of Agriculture will this season, in cooperation with localities, send out as experts a number of men—whose salaries are paid, 25 per cent by the college and 75 per cent by a local community—to make suggestions and give advice to farmers upon farm management topics. Careful studies will be made of failures and successes in order to point out the best methods to be followed in the various communities. Only a few men can be located this year, but it is hoped that by beginning with a limited number the success of the project may be assured from the start.

ASSOCIATIONS

A meeting of Illinois and Indiana dealers was held at Vincennes, Ind., on May 17, called by Secretaries Strong and Riley.

The annual meeting of the Colorado Grain Dealers' Association was held at Colorado Springs on June 14 and 15. A report will appear in the July number of this paper.

There is talk of organizing an association of grain dealers in southwestern Missouri as an ally of the Southwestern Missouri Millers' Club, whose headquarters is at Springfield.

The program of the Indiana Grain Dealers' Association meeting at Indianapolis on June 14 and 15 was a most attractive one; but owing to the inopportune date, which would delay the appearance of this number several days (no work being done in Chicago printing offices between noon Saturday and Monday), the meeting could not be reported in this number.

Secretary Strong announces the following new members of the Illinois Grain Dealers' Association: W. H. Haskell & Co., Toledo, O.; E. R. Ulrich & Sons and Weidlocher & Sons, Springfield, Ill.; G. B. Hager, Dwight; Alton Grain Co., Nevada; John Weimer, Harness; Frank Yates, Rantoul; Frank Yates, Prospect (mail Rantoul); Wood Bros. & Co., Gifford; Robert Wood, Dillsburg; Wood & Collins, Penfield, and C. L. Wood & Co., Armstrong.

Secretary Gibbs announces that the following members were elected at the annual meeting of the Texas Grain Dealers' Association: Austin Mill and Grain Co., Brownwood; Carlton & Schley, Gatesville; J. W. Cooper, Wortham; Hamilton Mill and Elevator Co., Hamilton; Hicks & Jordan, Crawford; Lawther-Burgher Grain Co., Dallas; Maracle Coal Co., Wichita Falls; E. L. Martin, Corsicana; Marlin Insurance and Commission Co., Marlin; Palestine Grain Co., Palestine; S. C. Potts, Anson; Seymour Mill, Elevator and Light Co., Seymour, and Star Milling Co., Abilene. A revised list of members will be printed during the month of June and mailed to the members of the Association.

THE NORFOLK CONVENTION

The Dominion Line Steamship Company, operating a line of steamers from Norfolk, Va., to New York City, has consented to run a special steamer for the accommodation of the grain men, if 150 delegates will make the trip from the convention city to the metropolis. As there does not seem to be any doubt that at least that number will wish to return west via New York, it may be taken for granted that the grain men will have a boat all to themselves when they make the trip northward from Virginia.—Who Is Who in the Grain Trade.

PROGRAM OF OHIO MEETINGS.

Following is the program of the thirty-third annual meeting of the Ohio Grain Dealers' Association, to be held at Cedar Point, O., on June 19 and 20:

WEDNESDAY, JUNE 19, 9 A. M.

Meeting called to order by the president.
Address of welcome by Jas. A. Ryan, Sandusky.
Response by H. S. Grimes, Portsmouth.
Reading the minutes of the last annual and semi-annual meeting.
President's address by E. C. Eikenberry, Camden.
Report of secretary and treasurer.
Appointment of special committees—(a) resolutions, (b) auditing, (c) nominations.
A tribute to our late president, M. W. Miller, by E. A. Grubbs, Greenville.
Our Departed Members, by H. W. Robinson, Greenspring.

Address—"The Work of the Crop Improvement Committee of Council of American Grain Exchanges," by Bert Ball, Chicago.

Address—"Some Field Work on Crop Improvement Lines," by Thos. P. Riddle, Lima, and possibly O. H. Benson, specialist in charge of Boys' and Girls' Club Work, U. S. Department of Agriculture.
Address—"Federal Inspection of Grain," by John F. Courcier, Toledo.

Address—"The Cincinnati Market: Its Requirements and Peculiar Features," by H. Edward Richter, Cincinnati.

Adjournment at noon until 9 a. m. Thursday.

THURSDAY, JUNE 20, 9 A. M.

Address—"Reforms in the Grain Trade," by John E. Bacon, Chicago.

Address—"Co-operation, the Miller and the Grain Dealer," by Lee F. Graybill, Massillon.

Address—"The Farmer and the Grain Dealer," Hon. Renick W. Dunlap, Kingston.

Address—"Business Standards," by Hon. O. T. Corson, Columbus.

During the sessions and in connection with the above addresses, discussion of the following topics is desired: (a) Crop improvement, movement and methods; (b) federal inspection of grain; (c) co-operation versus competition; (d) right standards,

business honesty; (e) the farmer's attitude toward the country grain dealer; (f) scale inspection and repair service.

[Members having subjects of interest to the trade are invited to present them.]

Reports of special committees—(a) Auditing, (b) resolutions, (c) nominations.

Election of officers.

Adjournment.

Secretary McCord says: "For this occasion we have decided to abridge somewhat the usual business program and enlarge very greatly on the social feature. We want this meeting to be in the nature of a genuine social reunion for the dealers, their families and friends. You are therefore especially urged to bring your wives, your children and your lady friends.

"The entertainment and social features will be many and varied. On Wednesday evening, June 19, the grain men and ladies will be the guests of the Cedar Point Resort Company at the Coliseum ball room, the official badge of the Association admitting all to the ball room floor. On Thursday morning, the 20th, the ladies attending the convention will be the guests of the resort company for a delightful boat ride on the lagoon, while the grain men are attending the business session. Wednesday and Thursday afternoons will be devoted to entertainment and social features."

EXAMINATION OF CARS.

A meeting of the Federation of Grain Dealers' Associations was held at the Hotel La Salle, Chicago, on May 21, with the following association officers present: Lee G. Metcalf, president, and S. W. Strong, secretary, Illinois Association; Chas. Ashpaugh, president, and Chas. B. Riley, secretary, Indiana Association; Jas. A. McCreery, secretary Farmers' Grain Dealers' Association of Illinois; J. W. McCord, chairman executive committee, National Association, and secretary Ohio Association; Edward Andrew, chairman weighing and custodian committee, Board of Trade of the city of Chicago; H. A. Foss and F. L. Schuyler of Weighing Department and J. Ralph Pickell. L. G. Metcalf of Illinois was elected chairman of the meeting and J. Ralph Pickell secretary, pro tem.

S. W. Strong was called upon to explain the purpose of the meeting, which it developed had been convened at his suggestion. In a general statement he explained that the purpose of the meeting was to consider the proposition of requesting the Chicago Board of Trade, through its weighing department, to provide facilities for examining all cars of grain arriving in Chicago as to their physical condition and seal records and for the maintenance of a bureau for keeping a record of these facts and for issuing a certificate of inspection for each car of grain.

H. A. Foss explained that it was not a question whether it could be done but whether it would pay to do it. "There are thirty-two railroads entering Chicago," said Mr. Foss, "and it would be quite an expense to make a physical examination of each car. We now have partial records of the physical condition of cars, but we cannot take the seal records, and we examine the cars only when they arrive in the elevator yards. State inspectors open the doors and they are rarely closed, except when the railroad yard men shut them. Sometimes a grain door may be open from twenty-four hours to fourteen days before the car is unloaded." Mr. Foss then discussed the trouble with petty thieves and the breaking open of the doors by the resamplers of the Board. The value of consecutively numbered seals was emphasized.

Mr. Andrew stated that the proposition suggested had been considered for the past two years, but the cost had kept his committee from actually entering into such an arrangement.

In a further discussion of the breaking open of the car doors, it was asserted that the representatives of the Illinois Inspection Department often knock off the top boards of the grain doors and often do not replace them, to say nothing of closing the outer doors. The cars, after they have been inspected, are often submitted to as much shaking over gravity tracks, etc., as they would ordinarily be subjected to in a thousand miles of travel.

Chairman Metcalf said, "What would it cost to inaugurate such a system?"

H. A. Foss: "Approximately 25 cents per car for all cars received."

J. W. McCord: "How much opposition would there be?"

Messrs. Foss and Andrew answered this question by stating that the railroads would not dare to oppose it because they understand that the commission merchants have a right to watch the boxcar that carries the grain to market. It was asserted other opposition would develop.

Mr. McCreery entered an objection to paying for something that somebody else tears down, referring to the work of the Inspection Department and of the samplers of the Chicago Board of Trade in opening and leaving open the car doors.

In discussing the question of charges for weighing, which Mr. Foss asserted were less in Chicago than in any other market, he stated that his depart-

ment had added scale inspection and a custodian department without any extra charge to shippers.

C. A. Ashpaugh propounded this statement and question: "I understand that claims are filed on only about 5 per cent of the cars of grain received in Chicago; you would then be paying approximately 25 cents per car on 95 per cent of the grain received here on which no claims were filed. Would it pay?"

After further discussion of the subject along the lines above indicated, the following resolution was unanimously adopted:

"Whereas, In collecting claims from carriers for shippers, where there is a loss of weight in transit owing to grain leaking from the car, and also where grain gets out of condition in transit from the fact of poor roofs on cars, it is important and essential that the shipper should know the physical condition of the car at the time of its arrival at destination; and

"Whereas, Agreements are being made by several associations of grain shippers with carriers for the payment of claims as above stated, under a uniform 'agreement or understanding,' wherein it is all important to the shipper that he have knowledge of the physical condition of cars upon arrival; and

"Whereas, Certain terminal markets have each already established and have in operation bureaus in the weighing department whose duty it is to keep an exact and careful record of the physical condition of each and every car which arrives loaded with grain at that terminal market and to issue to the shipper upon each and every car a separate certificate giving the physical condition of the car upon arrival and the seal record; therefore, be it

"Resolved, By the representatives of shippers' associations, hereto subscribing, that the Weighing Department of the Chicago Board of Trade is hereby respectfully petitioned to submit to the shipping associations a plan for the establishment and conduct in said Weighing Department, as soon as may be, a bureau wherein may be kept a careful and accurate record of the physical condition and seal record of each and every car of every kind of grain arriving in the Chicago market; and be it further

"Resolved, That said bureau in said Weighing Department of the Chicago Board of Trade be further petitioned to issue a separate certificate for each and every car of grain weighed by said department and issued to the shipper and forwarded to him through the receiver to the buyer or commission house handling the same; and be it further

"Resolved, That the secretary of this meeting be authorized to forward a copy of this resolution to Mr. H. A. Foss, chief weighmaster of the Department of Weights of the Chicago Board of Trade."

S. W. Strong offered the following resolution, which was adopted:

"Whereas, Great advances have been made throughout the grain trade in the past few years in regard to uniformity in many particulars; and

"Whereas, Each and every terminal market throughout the country practically handles its grain business in a similar manner; therefore, be it

"Resolved, That the representatives of shippers' associations in attendance at this meeting, held in the Hotel La Salle, Chicago, May 21, 1912, respectfully request that the Council of Grain Exchanges use its influence to standardize the certificates issued by the various exchanges, members of the Council, to wit: certificates of inspection, of weight, and of car condition, that said certificates may be of uniform size, form and verbiage, with individual color scheme for each market."

After some further discussion, in which S. W. Strong entered his objection to receivers collecting claims for country shippers, instead of allowing the associations' claims departments to do it, and after automatic scales had been discussed as one means of eliminating shortages and making collection of claims easier, the meeting was adjourned subject to the call of the secretary.

MEETINGS TO COME.

Council of Grain Exchanges, Cedar Point, Ohio, June 17, 18.

Ohio Grain Dealers' Association, Cedar Point, Ohio, June 19 and 20.

National Association of Managers of Farmers' Co-operative Companies, Minneapolis, June 19, 20, 21.

American Seed Trade Association, Chicago, June 25, 26, 27.

The nineteenth annual convention of the National Hay Association, Kansas City, Mo., on July 16, 17, and 18; headquarters, Coates House.

Seventh annual meeting of the New York State Hay Dealers' Association, Syracuse, July 26-27; headquarters, Hotel Onondaga.

Grain Dealers' National Association, Norfolk, Va., October 1, 2, 3.

The Boston Globe on April 15 told this story: "A Thomaston, Conn., grain dealer received a carload of baled hay from Canada last week, and when the shipment was being unloaded a white Leghorn hen was discovered between the hay tiers. The hen had laid several eggs. The car containing the hay and hen left Canada two weeks previous and the hen had no food or water during that time."

OKLAHOMA DEALERS.

The annual meeting of the Oklahoma Grain Dealers' Association on May 21 was largely attended and was profitable as well as pleasant. President W. M. Randels of Enid was in the chair to welcome the members and guests. The opening amenities of such meetings being over, Mr. Randels introduced F. C. Meagley, Asst. Gen. Ft. Agt., Santa Fe System, Chicago, who read a paper "On Weights," as follows:

The railroads are interested in correct weights for the purposes of assessing freight charges. They use their own railroad track scales to determine the weight in each car, except where there are recognized weighing arrangements with trade organizations or others. The grain trade is interested in the correct weight of the grain shipped because quantity and quality are the two factors which govern practically all transactions. Their requirements, in point of accuracy, are necessarily far more exacting than those of the carriers.

The shipper and the consignee usually weighs the grain as the one loads or the other unloads it. He who fails to do so and to take every precaution necessary to insure accuracy of the weights belonging to each car neglects his own best interest.

Be it remembered that there is but one true actual weight of any article, at the time it is weighed, even though that article may have the inherent quality of changing its weight. The extent of the inherent change, or wastage, depends largely upon the conditions which are known to exist at the time of loading or unloading. A clear record should be made of such known conditions.

The careful shipper or consignee will see that his scales are correctly installed, frequently tested and properly cared for; that all of the weighing thereon is carefully performed, and the weight record of first entry and transcripts thereof are amply safeguarded, in order that he may establish and maintain a reputation for correct weights.

H. A. Foss, Chicago Board of Trade Weighmaster, presented a paper at the last annual meeting of the Kansas Grain Dealers' Association in Kansas City, February 20, entitled "Scale Testing." That paper, which was extensively quoted in the several grain trade journals, contains much wholesome advice for the guidance of scale owners and users. If grain dealers' associations could influence their members to follow Mr. Foss's simple and straightforward suggestions, the number of excessive weight discrepancies would be very greatly reduced.

Another important step would be the establishment of grain weighing rules to be followed by grain dealers, both shippers and consignees. The precautions taken by them in weighing and certifying the weights of their own grain should be just as great as are those which are imposed upon the most expert weighmasters in the employ of well established board of trade weighing departments. In my opinion, the grain dealers would do well to adopt weighing rules, prescribing the care of scales, the method of weighing, recording, transcribing and certifying weights and the precautions which must be taken to avoid error or loss of weight between car and scale.

Grain shippers and consignees operate many kinds of scales, ranging from full carload-capacity elevator hopper scales, with type registering beams, down to the automatic self-counting grain weighing scales. Some have installed railroad track scales while a very large proportion weight grain on wagon scales. Certain types of scales in use at some points are conspicuous by their absence in the important board of trade markets. If I were a shipper or consignee using certain of the instrumentalities referred to, I would deem it very necessary to check their performance by taking accurate measurement of the loading of each car, the inside length and width of the car, the average depth of grain loaded and the average density of test weight of the grain per bushel, and make it part of my permanent loading record.

The grain dealers, generally, are anxious to have the carriers come to their relief in the matter of securing more accurate weights on the shipments transported, and I am glad to say that substantial headway has been made; and in my opinion a very great improvement is still in prospect. Heretofore, neither the shippers nor the consignees have given interested carriers the proper opportunity to co-operate in the effort to suppress irregular weighing, either on the part of the shipper or the consignee or both. As a starter, he who ascertains the weight of his grain as loaded should furnish the carrier's forwarding agent a certificate of the weight actually loaded by him in each car. Said certificate should be signed by the person who determined the weight and from own knowledge certifies the scale, car initial and number, the date and the weight of each draft, and whether the grain moved directly from scale to car or through elevator bin or sink to car. Also every shipper of grain should fasten upon the inside of each car shipped by him a card (carbon copy of the certificate just mentioned) giving the number and initials or other distinctive marks of such car, the date of shipment and the exact weight of the grain in such car as claimed by shipper. The law of one of the important Western grain producing states now imposes this obligation upon any shipper who expects his weight to have standing in the light of excessive discrepancies.

The recent action of several of the state grain dealers' associations, in establishing scale expert inspection departments on behalf of the members, is a most encouraging sign; and I am certain that the interested carriers will do everything within reason to promote the entire success of such movement, for the simple reason that accuracy in the weights as determined by the shippers and the consignees themselves will go a long way toward eliminating contention, claims and misunderstanding.

Some of your members have inquired whether the railroads would not be willing to install and maintain railroad track scales at many of the larger grain shipping points in the state of Oklahoma and weigh each car, loaded and empty, on the basis of an additional charge of say \$1 for each weighing or \$2 per car. There are various obstacles to the carrying out of such recommendation. The industries that have their own railroad track scales are able to solve these difficulties only by the installation of their own car pullers. On the other hand, I am sure that every member of the Oklahoma, Kansas and Texas Grain Dealers' Associations is impressed with the fact that weighing conditions have showed a great improvement compared with a year or two ago. I believe that the tare weight marks on railroad freight equipment will show so great an improvement as to eliminate the present desire for railroad track scale installations in excess of the carrier's own immediate requirements.

Various carriers have been investigating conditions at various points where unusual discrepancies and resulting claims have directed attention thereto. The conditions found prove conclusively the value of your proposed permanent expert scale inspection and testing on behalf of all grain dealer members and other shippers who buy and sell by weight the commodities which they ship in bulk. In our opinion, the secretaries of the Oklahoma, Kansas and Texas Grain Dealers' Associations should each be authorized to employ a thoroughly experienced scale expert whose findings should be reported to your secretaries with copy to the carrier's local freight agent. The report of such expert should set forth the condition of the scale as found and as adjusted, the repairs, alterations, renewals or overhauling recommended; the name of the person or persons performing the weighing upon the scales inspected; their method of weighing, recording and certifying the weights; and the precautions or otherwise that exist against actual loss or wastage of weight between scale, elevator and car. The secretaries should, I think, be authorized to urge upon members prompt compliance with the scale expert's recommendations or get a written report of owner's reasons for not complying.

Individual carriers or their agent, the weighing association, should be free to refer irregularities in weights resulting in discrepancies to the proper officials or committee for the necessary co-operation. Under such a program, the local freight agent at shipping point or destination would have a proper record of the scale conditions and the methods employed by shippers in determining the weights as loaded or unloaded by them; and they would, therefore, be in much better position to help bring about greater weight accuracy—so much desired by all concerned.

To sum up, my recommendations are briefly stated as follows:

(a) That the existing grain dealers' associations employ thoroughly experienced scale experts to test and inspect shippers' scales and render suitable reports of such scales as found, as corrected and the repairs, alterations or renewals recommended.

(b) That the grain dealers' associations establish weighing rules to govern members as to quality, care and installation of scales, method of weighing, recording and certifying weight, and the safeguards which shall be established and maintained to protect the accuracy of the weights as certified for any car, loading or unloading.

(c) That every shipper or consignee shall furnish certificate of weight immediately as each car is loaded or unloaded, the same to set forth the scale, the date and actual weight of each draft over the signature of the person who actually determined the weight.

(d) That co-operation between officers of the grain dealers' associations, terminal weighmasters and carriers be authorized in the interest of locating and discouraging weighing irregularities wherever they may be found or suspected.

(e) That every shipper of grain fasten upon the inside of each car shipped by him a card giving the number and initials of such car, the date of shipment and the exact weight of the grain in such car, as claimed by the shipper; and that if he fails so to do, the official weight to be made prima facie evidence of the quantity of grain shipped in such car.

C. R. McCotter of Indianapolis followed with a paper on "Mutual Insurance: The Saving Effectuated by Them."

Bert Ball of the Crop Improvement Committee, read a paper on, "A Graded Price for Grain."

W. A. McGowan, of the Nickel Plate R. R., gave an interesting account of a visit to the Panama Canal; and Sec'y Gibbs wanted all to visit the Texas Association at Fort Worth at its annual meeting two days later.

The evening was spent at "Yuken," as guest of the Yuken Mill & Grain Co. A generous and appetizing lunch was served, followed by a few speeches and lots of good fun.

On the following day there were crop reports; a paper by W. O. Bunker of the Rock Island System, on "Freight Claims," by J. Vandenburg of Oklahoma on "Relations of Country Dealers to Each Other"; by John H. Messmore of St. Louis on the "Anti-futures Bills," opposing such legislation; and by E. J. Smiley sharply criticising the condition of scales at most country elevators.

SECRETARY'S REPORT.

Sec'y Prouty read his annual report as follows:

As a ship which has weathered the gale sees the lights of the harbor not far ahead, so do we feel as our Association sails slowly forward toward a prosperous year and a bountiful harvest.

As we now enter the smoother waters after the troubled journey of the past seasons, we can only be most thankful that our bark was well built and

escaped the rocks and shoals which threatened it. True we have lost some overboard, but if they care to grasp the life line thrown to them they may stand again upon the deck of our good vessel. If the pilot at the wheel has been able to avoid the rapids and steer safely into port, all he asks is your kind "well done."

How far is the Association responsible for its members is a question often asked, not only by those making application for membership but by the outside trade as well. Herculean indeed would be our task were we to vouch for and stand responsible for each member of our Association. All we can do is to be fairly sure that a dealer is in good standing when taken into the Association and to expel him from our ranks when it is shown that his business methods do not entitle him to remain one of us. As each application for membership must be signed by two competitive dealers, not many whose ways of doing business are questionable join our Association. It is true that each flock may contain its black sheep, and we try to be most consistent in dropping all such from our list. Because your competitor's methods are not yours does not necessarily mean that his are not as good; but when it is found that he is dishonest in his dealing with those he does business with, we do not or will not keep him in the Association.

A bill was introduced before our last Legislature, the import of which was to prevent mutual insurance companies from doing business in the state. The passage of this bill was defeated through active work on the part of those most interested.

Last year we recommended the appointment of a legislative committee to have charge of this matter, and suggested that some amicable understanding might be reached by conference between such a committee and the state insurance commissioner. Nothing was done and the matter apparently was dropped. Another session of the Legislature is upon us, when this question will undoubtedly arise, and now, if ever, we must take thoughtful action on this matter. A very large per cent of our grain dealers and millers are insured in mutual companies and this question is one of vital interest. It is most unwise to delay when now is the time to strike.

A difference in opinion has been evinced over the grade of oats now in force, many believing that the weight on No. 3 red oats should be less than that prescribed by our rules. They claim the weight on No. 3 red oats should be 24 pounds to the measured bushel instead of 28 pounds. Should this be the opinion of the members present, now is the time and place for recommendations to be made regarding such changes in our state inspection rules.

While on the subject of inspection we would urge that all grain destined to points within the state be sold on official inspection, and its grade thus established by disinterested parties, so that in case of dissatisfaction either or both of those interested may have recourse to the protection accorded by the Inspection Department, which is doing everything in its power to maintain a standard of grades which will hold good not only in this state but others as well.

Increased Rentals: An agitation has been started against the increased price which the railroads are charging for leases of elevator sites. During the early days of Oklahoma when we first began to erect elevators and market our grain, a nominal charge of one dollar was made for these leases. Within a few years this has been increased to 5 per cent of the actual valuation of the property, with a minimum charge of five dollars. This is increased according as the value of the property may increase, making the average cost or charge for such leases from \$5 to \$10; in other words, it is placing them upon a revenue earning basis.

We would be glad to have you take this under consideration and ascertain what is the pleasure of the Association concerning some action along these lines.

"Or Better" Grain: The Grain Dealers' National Association in annual session at Omaha last fall passed a resolution recommending the elimination of the term "or better" from all bids for grain, and urging markets and buyers to make flat bids for each grade of grain subject to discounts or premiums according to the market, when the shipments which apply on such bids shall arrive at destination. It is claimed further that inferior grades are shipped to apply on contracts where the term "or better" is used, and each Association is asked to discourage this practice most earnestly among its members, and to co-operate in establishing more efficient methods in the marketing of grain from the time it leaves the hands of the farmer until it reaches its final destination. This is another question upon which it might be well to take some concerted action.

Storing Grain: We would remind you of the law governing the storing of grain and the capacity necessary before an elevator may become a public warehouse. Our laws state plainly that an elevator must have a capacity of not less than 25,000 bushels before it is eligible to become a public warehouse. This complied with, a license must be procured from the District Court and a bond filed with the same court. Violation of any feature of this law is a misdemeanor and is punishable by a fine of from one hundred to five hundred dollars. Our interpretation of this law is that it is a violation for the country shipper to store grain for the farmer either for a consideration or accommodation without conforming with this law by taking out a public license.

Weights: Following instructions given at the last annual meeting we have taken this matter up with the railroads, asking the establishing of scales at the important grain centers. The expense of installing and maintaining such scales seemed too great to meet with their favorable consideration, and we then suggested the establishing of perhaps

FIELD SEEDS

two or three such scales as an experiment. We believe, and so stated to them, that a careful record of a year without such a scale and one with one in operation would show a marked decrease in claims filed against the railroads for shortage in favor of the latter year.

Arbitration, the backbone and sinew of every organization of a like nature, has been resorted to in a less degree during the last two years than in previous years. This is brought about largely by a better understanding of the rules and customs which govern the buying and selling of grain and by the success of your secretary in being able to a greater extent than ever before to settle many cases without the expense of arbitration.

And yet we may learn. Experience is our best teacher. Many, in fact a large number, of the cases which come before our office, are the result of misunderstanding of or carelessness in handling contracts. If we would thoroughly understand by a careful reading of the entire matter, and I would emphasize entire, the conditions of the contract to which we are putting our signature, we would avoid a large percent of future difficulties. These conclusions are the result of our own observation of the claims filed with our office, many of which we have been able to settle amicably without resorting to arbitration.

Seed Wheat: We believe that the agitation commenced by this organization for better seed wheat is largely responsible for the increased acreage planted last fall and the disposition our interests showed in providing such seed for the farmers has done much towards making possible the bright outlook which now gladdens our eyes.

Local meetings were held during the past year in a number of sections, and should our present crop prospects materialize it will be necessary to hold a good many more during the coming season. All held were well attended and in every instance resulted in much good.

Our parting wish is that the loyalty of the members who have stood by the organization will be rewarded with harvests full and running over. We have lost during the present year thirty-two members. Of these twenty-four have voluntarily withdrawn on account of failure of crops in their immediate localities. Six have retired from business and two elevators have been destroyed by fire. We have also taken in nineteen new members, so that our total loss for this past year has only been thirteen; and a good part of these will return should a plentiful harvest bless our state. Some are even now making application for membership.

Whether we are already in or just coming let us bring some one with us. How easily we could swell our lists were each to make an effort along these lines! If your friend is not a member, speak to him and do not rest until he too is supporting and receiving the benefits of our organization.

The financial report showed income of \$2,859.65 and cash in hand \$314.07.

Officers were elected as follows: President, R. H. Drennan, Oklahoma City; Vice-President, Jesse Vandenberg, Blackwell; Secretary-Treasurer, C. F. Prouty, Oklahoma City; Directors, C. F. Babcock, Stillwater; J. E. Farrington, Chickasha; D. C. Kolp, Oklahoma City; Geo. Harbaugh, Alva; L. W. Lyons, Enid. Arbitration Committee, U. F. Clemons, Marshall; D. J. Donahoe, Ponca City, and R. H. Conyers, Oklahoma City. Member of Tri-State Appeal Board, J. H. Shaw, Enid.

A resolution was adopted opposing the proposed anti-futures bills now in Congress.

Ordered, that the Trade Rules specify 40,000 lbs. as a carload of Kaffir corn; that the arbitration committee be made the standing committee on Trade Rules; that the moisture content of "3 or better corn" be held to mean 15 per cent only.

The committee on weights reported adversely to a proposition that the railroads should be asked to install track scales for weighing grain, in the belief that their use is impracticable.

Oklahoma City was selected for holding the meeting of 1913; whereupon the meeting adjourned.

GERMAN COMMERCE.

Although 1911 was an "election year" in Germany, the commerce of the Empire was large and business conditions on the whole good. Financial conditions were not entirely satisfactory, and there was heavy borrowing in America by German bankers to meet local demands for money and credits. Profits were lower; but the steamship companies, especially those of Hamburg, did a large and very profitable business.

The imports from the U. S. included 31 principal classes of articles, the larger totals being of farm products and timber. All told these amounted to 2,342,321 tons compared with 2,031,510 tons in 1911 (eleven months). Among the articles were the following (metric tons):

Articles	Total Imports.	From U. S.
Bran	1,271,755	125,530
Corn	689,007	136,796
Wheat	2,298,281	249,044
Cotton	383,109	282,822
Oil Cake and Meal.....	656,505	175,779

The chief grain inspector of Canada rules that grain that has been dried must be certificated as "dried," it being assumed that the quality is not as good as naturally cured grain of the same grade.

In parts of Wisconsin tested seed corn sold at the end of May at \$5.50 to \$6.50 per bushel.

The Essex Corn Growers' Association of Ontario will hold a corn show at Windsor in March, 1913.

California newspapers are still very unjustly warning ranchers not to purchase Utah alfalfa seed on account of the weevil. But the weevil is never carried in the seed.

The Pure Bred Seed Association of Menominee, Wis., are this year growing at least one or two acres of pure bred grain or potatoes, for the show to be held next fall.

A. A. Brummeler has purchased an interest in the Gaiser-Dean Co., grain and seed dealers at Grand Rapids, Mich., which is now known as the Gaiser-Brummeler Co. Mr. Brummeler still retains his interest in the Brummeler-Van Streen Co.

The Seeds Farms, Ltd., with a capital stock of \$100,000, and head office at Wilkie, Sask., has been incorporated by Clifford Willes, of Minneapolis, Minn.; J. H. Pettit of Urbana; Herbert Vanderhoof of Chicago, and H. R. Drummond-Hay and R. M. Myers of Winnipeg.

A Kansas firm that had quite a trade last winter with Australia for Kansas-grown seeds, says they could do still more business there if they could depend more on Kansas seeds being true to name; and throw out the suggestion that farmers pay more attention to seed stock.

The Northern Seed Co. has been incorporated at Cass Lake, Minn.; capital, \$50,000; by N. E. Jon-dahl, A. J. Hole, Chris Burns, Henry Mullen, P. M. Larson, A. J. Swanberg, L. B. Galbraith, M. J. Sitzer and W. E. LaFountain, all of Cass Lake. A seed farm will be established at Cass Lake.

The new pure seed law of New York, recently signed by Gov. Dix, provides that no person shall sell, or have in his possession for sale any seeds for grasses or clovers containing in excess of 3 per cent of foul or foreign seeds, unless packages of such seeds are plainly marked with the percentage of foul or foreign seeds contained therein. The penalty is a fine of not less than \$50 or more than \$100 for the first offense and the law is to take effect July 1st.

F. M. Brick of Haddam, Kan., is supplying his neighbors with seed called "cornwheat," said to have been perfected by him. He supplies the seed in return for one-third of the result. One peck will plant about eight acres, and the crop is expected to run from 20 to 30 bushels to the acre. The new grain, according to Brick, will make a very acceptable flour for bread, combining the qualities of corn and wheat flour, and that it will be a superior stock feed. The grain is probably "shallu," one of the many species of sorghum, allied to Kaffir, milo, etc.

Jesse E. Northrup, president of Northrup, King & Co., Minneapolis, after twenty-eight years of identification with one of the oldest and largest seed firms of the Northwest, sold a portion of his stock in the corporation to C. C. Massie, general manager, and other heads of departments, who for a term of years have been connected with the business. Mr. Massie will become general manager of the company. Mr. Northrup will remain president of the company and Preston King, connected with Mr. Northrup in establishing the business, will be vice-president and treasurer.

CONTINENTAL SEED MARKET.

R. Liefmann Söhne Nachf., Hamburg, May 3, in substance says: The red clover season, now drawing to a close, generally speaking, was disappointing, the supply for export having been 4,000 to 5,000 greater than really needed. As a matter of fact, however, European stocks of fine grade dodder-free seeds are extremely light, only medium and lower grades containing much buckhorn and dodder being available now. These latter qualities were mainly affected by the decline. The growing crop, from last spring's seeding, in a good many sections sustained considerable damage through the prolonged drought and heat last summer, but the remainder and the old fields are reported to have passed the severe winter in pretty good condition. It is too early to form an opinion as to what the acreage will be. The demand for alfalfa also left much to be desired, with the result that values gave way; stocks still pretty large, but the reasonable prices now ruling have stimulated the demand, business turning quite active lately. The alsike market showed an upward tendency all along this season, fine grades of seed in particular commanding high prices. Business was active and as a consequence supplies diminished rapidly, the better qualities now being practically exhausted. For white clover the export demand was unusually large and the moderate supplies quickly absorbed. For this reason the market maintained a strong position throughout the season with values steadily rising instead of going down, as was generally expected last fall. Fine qualities practically cleared out. The

timothy market ruled very strong and high until a few weeks ago, when the demand began to slacken, while receipts were larger than anticipated, the great bulk, however, being off grades.

SEED ADULTERATION.

The Agricultural Department in 1911 examined 1,548 samples of grass seeds, of which 250 were found to be adulterated. Of 510 samples of red clover also were tested, none of which were found to be adulterated or misbranded; of 305 samples of orchard grass seed only 28 were found to be adulterated; of 303 samples hairy vetch, 187, 62 per cent were adulterated. Hairy vetch was the most unscrupulously sophisticated. Although all were so labeled, five samples contained no hairy vetch seed at all, being cultivated forms of spring vetch (*Vicia sativa*), and the others contained varying amounts of spring vetch and other vetches. While most of the hairy vetch seed used in the United States is imported (says U. S. Dept. of Agr., Circ. 39), an examination of the seed-producing region of northern Germany and the Baltic Provinces of Russia indicates that the seed of hairy vetch is not harvested with the seed of the cultivated forms of spring vetch.

Hairy vetch seed was collected for the first time in 1911 and the proportion of adulterated or misbranded samples was found to be greater than was the case when either orchard grass, Kentucky bluegrass, redtop, alfalfa, or red clover was collected for the first time. Of the vetch seed in the purchased bulks reported in this circular only 55.9 per cent was hairy vetch seed capable of germination. This is a comparatively new crop adapted to use over a large part of the United States and under many conditions it is the best leguminous winter cover crop known. It is unfortunate that the more general use of this plant should be restricted not only by the high price of the seed but by the fact that it is adulterated and of low vitality.

Circular No. 39 (Feby. 14, 1912) contains the names of all dealers who sold to the Government sophisticated seeds.

SOPHISTICATION IN NEW YORK.

The New York Agr. Exp. Station at Geneva, Bul. 345 ("popular edition"), says that 1,015 tests made of seeds sent voluntarily to the station for that purpose showed dodder present in one-eighth of the alfalfa examined and in 5 per cent of the red clover. The red clover and alsike samples showed more noxious seeds than in 1910. Although willful adulteration was somewhat rare, yet one sample of red clover contained only 5 per cent of the desired seed, 35 per cent being alsike clover and 60 per cent yellow trefoil. In this case about four quarts of the trefoil seed had been introduced into the middle of each bag of clover seed and the sample was evidently taken from near the center of the bag so that much of the adulterant was secured. If it had been taken from the top of the bag only, the seed might have shown up well. This illustrates the necessity of drawing some of the sample from different parts of the bag if dependable results are to be secured. In official tests, seeds are secured from top, middle and bottom of the bag or other container, and from these lots, thoroughly mixed, at least two ounces are retained for final examination if the seed is of alfalfa or clover, or at least one ounce if of timothy or other grasses. These figures should govern in unofficial sampling also; but of the alfalfa and clover seed samples received by the station during 1911 only a little more than one-third were up to the weight required for dependable analysis, and of the timothy seed samples less than one-half reached one ounce in weight.

Some new seeds were found, showing a foreign origin. One of these was *Trianthema monogyna*, a "pusley"-like plant, quite common in the West Indies and found sparingly in some of the Southern states. It has certainly been sown with alfalfa seed in New York, as it was found in twenty-six samples. Shaftal is another plant of which seeds were found in small quantities in sixteen samples of alfalfa seed. This belongs to the clover family, is an annual, and is not liable to become a troublesome weed, although a vigorous grower. Lance-leaved sage, found in ten samples of alfalfa seed, is another annual, and probably not to be feared as a weed. Other weeds found were Russian thistle, a serious menace in parts of the West, but in New York alfalfa fields it disappears after the first season; roquette, a plant of the mustard family, making a rank growth in alfalfa, but, like Russian thistle, it is in evidence only during the first season and is evidently not to be feared; Johnson grass, a species of sorghum, troublesome in the South, whose behavior in New York is unknown.

In reply to the application of the Board of Trade of Indianapolis for the establishment of a grain standardization laboratory in that city, the Department of Agriculture has notified Senator Kern that no appropriation is available for the purpose nor has provision been made in the estimates for the next fiscal year to permit the establishment of such laboratory.

The CO-OPERATIVES

The Regina (Sask.) Farmers' Elevator Co., Ltd., has sold out and quit.

The Door Co. (Wis.) Equity Elevator Co.'s property has been sold by the trustee in bankruptcy.

The Mazippa (Minn.) Farmers' Elevator Co., in financial straits, is trying to secure funds to continue the business.

Dividends: Geneva (Ia.) F. E. Co., 10%; Canby (Minn.) F. E. Co., 10%; Jefferson (Texas) Farmers' Union Warehouse Co., 10%.

District meetings of managers have been held recently by the Iowa Farmers' Grain Dealers' Association at Marshalltown, Fort Dodge and Mason City.

The Alden (Ia.) Farmers' Elevator Co., in nine months ended April 30, 1912, on business \$123,723.51 earned \$1,276.87, or 39 1/4% of the capital stock, all put back into improvements and surplus.

The Manitoba Grain Growers' Association has been holding meetings during June and will also in July to increase the membership and extending the movement. District associations have been established at Carman, Deloraine, Souris, Portage la Prairie, Neepawa, Dauphin and Swan River. The grain growers who own automobiles take the speakers from one branch to another to attend those meetings.

The Barlow (N. D.) Farmers' Elevator Co. has been sold out by trustee in bankruptcy, and the 75 stockholders will have to pay some of the debts unprovided for. The company had \$8,000 capital, but in starting assumed obligations amounting to nearly twice the amount of the stock issued. The disastrous crop year of 1910 followed, the company could not realize on book accounts and found itself almost from the start in an insolvent condition. The mortgage on the building was foreclosed some months ago and the store has been in the hands of the creditors since the middle of February this year.

The secretaries of the five state organizations of farmers' elevator companies met at Minneapolis on May 13 and formed an organization for the purpose of influencing Federal legislation affecting the grain trade. Those in attendance were: J. W. Short-hill, Hampton, Neb., who issued the call; I. L. Demary, Pipestone, Minnesota; J. T. Belk, Henry, S. D.; J. A. McReery, Mason City, Ill.; Roy McVicker, Eagle Grove, Iowa; M. R. Myers of Chicago, editor of the Corporation Journal, owned and controlled by farmers and these associations; S. W. Unkenholz, Mandan, N. D., of the North Dakota Association was represented by proxy.

CONVENTION OF MANAGERS FARMERS' ELEVATORS.

The program of the first annual convention of the National Association of Managers of Farmer Elevator Companies, to be held at Minneapolis, June 19 to 21, 1912, inclusive, is as follows:

WEDNESDAY, JUNE 19.

9:30 o'clock a. m.

Call to order by the President.

Address of Welcome, by Mayor Haynes of Minneapolis.

Greeting, J. R. Marfield, President Minneapolis Chamber of Commerce.

Response for the Association, J. F. Flemming, Minneapolis.

Reading of the minutes of the organization meeting at Chicago and action thereon

Appointment of Credential Committee.

Roll call.

Appointment of Committee on Membership.

Appointment of Nominating Committee.

Appointment of Resolution Committee.

Report of the President.

Report of the Secretary and Acting Treasurer.

Report of Executive Committee.

Report of Committee on "Bookkeeping."

Adjournment.

AFTERNOON SESSION, JUNE 19, 1912.

1:30 o'clock.

Call to order by the President.

Address—"The Value of Grain Exchanges to the Farmer Elevator Companies," John J. McHugh, Sec'y Chamber of Commerce, Minneapolis.

Address—"Why Farmer Grain Dealers Should Help Educate the Managers and How They Can Help," S. W. Unkenholz, Sec'y The Farmer Grain Dealers' Association of North Dakota.

Address—"Modern Methods of Grain Cleaning and Its Value to the Farmers' Elevator," T. O. Helgeson, St. Paul.

Address—"The Relation of the Manager to Officers and Stockholders of his Company," Frank T. Wilson, Sec'y Stillwater Equity Market Co., Stillwater, Minn.

Address—"Heart to Heart Business Talk to Managers," S. A. Dalton, Minneapolis.

Address—"How We Handle Live Stock at Ethan,

S. D., Aside from the Grain Business. Profitably to both the Company and Patrons," Hon. Chas. Bore-son, Ethan, S. D.

Adjournment.

EVENING SESSION, WEDNESDAY, JUNE 19.

7:30 o'clock.

Call to order by the President.

Selection by "Minneapolis Grain Merchants' Quartette," F. J. Seidl, first tenor; P. M. Ingold, second tenor and musical director; Steve Cobb, baritone; Chas. Lockerby, basso.

Address—"Mutual Fire Insurance as it Relates to Farmer Elevator Companies," J. J. Fitzgerald, Sioux Falls, S. D.

Address—"How to Collect Freight Claims," J. A. Connolly, Minneapolis.

Address—"Why Efficient Management and Pro-Rating Profits are Hand Maidens in a Co-operative Company," C. Vincent, Omaha, Nebr.

Open discussion on "Abuses at Terminal Markets Detrimental to the Shippers' Interests," led by W. B. Essick, Manley, Nebr.

Address—"How the State of Minnesota Weighs Grain," P. P. Quist, Minneapolis.

Questions asked and answered.

Adjournment.

FORENOON SESSION, THURSDAY, JUNE 20.

9:30 o'clock.

Call to order by the President.

Report of Credential Committee.

Report of Nominating Committee.

Address—"The Need of Education and the Work before the Managers' National Association," B. F. Stone, Mgr. Stillwater Equity Market Co., Stillwater, Minn.

Election of officers and directors.

Open discussion of subjects pertaining to the duties, work and responsibilities of managers of co-operative companies by managers who have strong convictions on certain tried and effective methods of conducting business, such as Messrs. M. Johnson, Rushford, Minn.; Chris Ahlfs, Clara City, Minn.; J. M. Johnson, Thompson, N. D.; W. J. Hunt, Cavour, S. D.; S. B. Stockwell, Wakonda, S. D.; E. J. Oyan, Baltic, S. D.; W. P. Manning, Fairview, S. D.; D. Vander Berg, Maurice, Iowa; W. J. Ray, Calo, Iowa; E. H. Farley, Leland, Ill., and others. Any manager can bring up any question that he may wish to seek enlightenment on for his individual benefit and to promote progress in co-operation.

Address—"Handling Live Stock from Co-operative Companies from a Commission Merchant's Standpoint," Gorden Kelly, with Thuet Bros. and Melady, S. Omaha, Nebr.

Adjournment.

AFTERNOON SESSION, JUNE 20.

1:30 o'clock.

Call to order by the President.

Address—"How the State of Minnesota Inspects Grain," S. W. Eva, Minneapolis.

Questions asked and answered.

Address—"The Value of Good Roads to the Farmer Grain Dealers of Country Stations," Geo. M. Palmer, Mankato, Minn.

Address—"The Necessity of a Practical System of Bookkeeping in Conducting the Business of a Co-operative Company," H. Y. Scarborough, Minneapolis.

Address—"What is a Just Margin of Profit on Coal," H. H. Krummann, Sioux City, Iowa.

Address—"Essential Elements in Handling Lumber in a Profitable Manner by a Co-operative Company," J. A. Kerper, Dubuque, Iowa.

Discussion—"Why Grain Should be Bought on Grade and not just as Grain," led by E. C. Bergfeld, Mgr., George, Iowa.

Discussion—"Moisture Testing as a Factor to Ascertain the Proper Grade," led by Edward Burg, Mgr., Jasper, Minn.

Discussion—"Is Buying Grain on a Wide Margin and Paying Large Dividends a Surer Proof of Success than Buying on a Narrow Margin and Paying No Dividends?" led by A. A. Hauge, Mgr., Dimock, S. D.

Address—"Why all Contracts for Future Delivery of Grain Should be in Writing," Robert W. Leetch, Mgr., Colfax, Ill.

Address—"A Little Talk on Bills of Lading and Kindred Subjects," by W. M. Bell, ex-President Chamber of Commerce, Milwaukee, Wis.

Open discussion of the very important subject, "How an Earnest, Sincere, and Ambitious Manager of a Co-operative Company can Enlarge on his Capacity for Service in Behalf of his Company, which will tend to Insure Satisfaction and Mutual Benefit," by P. R. Judge, Armour, S. D.; J. S. Danens, Hancock, Minn.; E. J. Keenan, Luverne, Minn.; Wm. Carlton, Ethan, S. D.; F. L. Neal, Arlington, Ill., and other successful managers.

Short talks on "A Few Logical Explanations why the Managers of the South should Co-operate with the Managers of the North," by A. W. Steen, Mgr., Protection, Kansas.

Address—"Views Upon the Subject of Financing a Farmers' Elevator," J. J. Quinn, Minneapolis.

Address—"Why the Farmer Elevator Companies Should Belong to and Support their State Associations," Jesse Simpson, Mgr., Danvers, Ill.

Address—"Responsibility of the Bankers at Terminal Markets During the Crop Moving Season," Edward Decker, Pres. Northwestern National Bank, Minneapolis.

Adjournment.

EVENING SESSION, THURSDAY, JUNE 20.

7:30 o'clock.

Call to order by the President.

Selection—"Minneapolis Grain Merchants' Quartette," F. J. Seidl, Steve Cobb, P. M. Ingold, Chas. Lockerby.

Address—"Seeds Best Adapted to the Soil and Climate of the Country so that Eventually a Single Uniform Variety and Grade of Each Grain can be Established which may be Shipped in Car Loads, Free from Mixtures of other Grains and Obnoxious Weeds," by Bert Ball, Sec'y, Crop Improvement Committee, Chicago, Ill.

Address—"Twentieth Century Business Problems," Hon. Harry F. Atwood, Chicago, Ill.

Adjournment.

FRIDAY, JUNE 21.

Forenoon will be spent in visiting the Chamber of Commerce, State Inspection and Weighing Departments, Flouring Mills, Terminal Elevators and other institutions and points of interest to managers seeking information along practical lines.

FRIDAY AFTERNOON.

Sight-seeing excursion under the auspices of the Minneapolis Chamber of Commerce.

THE 1911 YEAR BOOK.

The eighteenth volume of the Year book (1911) has just been issued by the United States Department of Agriculture. In appearance and make-up it differs but little from its predecessors. It contains thirty-one articles, sixty-seven full-page illustrations, of which nine are colored and twenty text figures.

The Department's appreciation of the services Seaman Asahel Knapp rendered to agriculture during his long career is indicated in the selection of his portrait as a frontispiece, and in printing his biography as the first article in the volume.

The fifteenth annual report of the Secretary for the fiscal year ended June 30, 1911, occupies the first 142 pages and gives a "general report of the operations of the Department," which under the law must form a part of the volume. This report supplemented by the statistical matter found in an appendix of 200 pages gives a more complete and comprehensive summary of agricultural conditions in the United States than can be found in any other single publication.

The 354 pages comprising the body of the volume contain the thirty articles contributed by the members of the scientific force of the Department, and present data upon many of the important questions now occupying the attention of agriculturalists, topics equally vital to the agricultural and urban population, both as producers and consumers of the food-stuffs of the nation, such as "Tree Planting by Farmers," "The Business Aspect of National Forest Timber Sales," "Some Misconceptions Concerning Dry Farming," "The Water Economy of Dry Land Crops," "Possibilities and Need of Supplemental Irrigation in the humid region," "The Value of Snow Surveys as Related to Irrigation Projects," "The Present Outlook for Irrigation Farming"; several on the poultry, vegetable and fruit industries; on insects and insect destroyers, on farm demonstration work, farm labor, etc.

Other papers of current interest submitted by different bureaus, entitled, "Our Mid-Pacific Bird Reservation," "Bird Enemies of the Codling Moth," "Crawfish as Crop Destroyers," "Fibers Used for Binder Twine," "Important American Soils," "The Subsoil Waters of Central United States," and "The Winds of the United States and their Economic Uses," etc. The larger part of the edition of this volume is reserved by Congress for distribution by senators, representatives, delegates in Congress, and resident commissioners, and the Department's limited quota is reserved principally for its voluntary correspondents for whom its entire supply is insufficient to furnish one copy to each.

On tearing down some parts of the old elevator of Bump & Grey at Janesville, Wis., during the course of remodeling for other purposes, the builders found nearly 300 bushels of wheat and barley between the floor and ceiling and under the bins. Some of it may have been forty years old, more or less. The house had been operated in latter years by the Northern Grain Co. and the Milwaukee Elevator Co.

The dock strike in London for the time being tied up the grain trade and business at Mark Lane by May 24 had been brought practically to a standstill, sellers being unable to guarantee delivery, and in the few cases where the grain and flour could actually be delivered prices were marked up. The grain dealers and meat traders both applied to the home office for adequate protection to assure supplies for the public.

LATE PATENTS

Issued on May 14, 1912.

Spring Mechanism for Corn Shellers.—John Velder, Petersburg, Neb. Filed February 10, 1912. No. 1,026,134. See cut.

Seed Corn Grader.—Charles Hunnicutt, Wilmington, Ohio, assignor to the Charles Hunnicutt Co., Clinton County, Ohio. Filed December 2, 1909. No. 1,026,265. See cut.

Seed Grader.—Arthur T. Martin, Sac City, Iowa. Filed January 27, 1911. No. 1,026,327. See cut.

Seed Corn Drying Device or Utensil.—Joseph Smith Bain, Luverne, Iowa, and Benjamin L. Bain, Chicago, Ill. Filed May 4, 1911. No. 1,026,550. See cut.

Issued May 21, 1912.

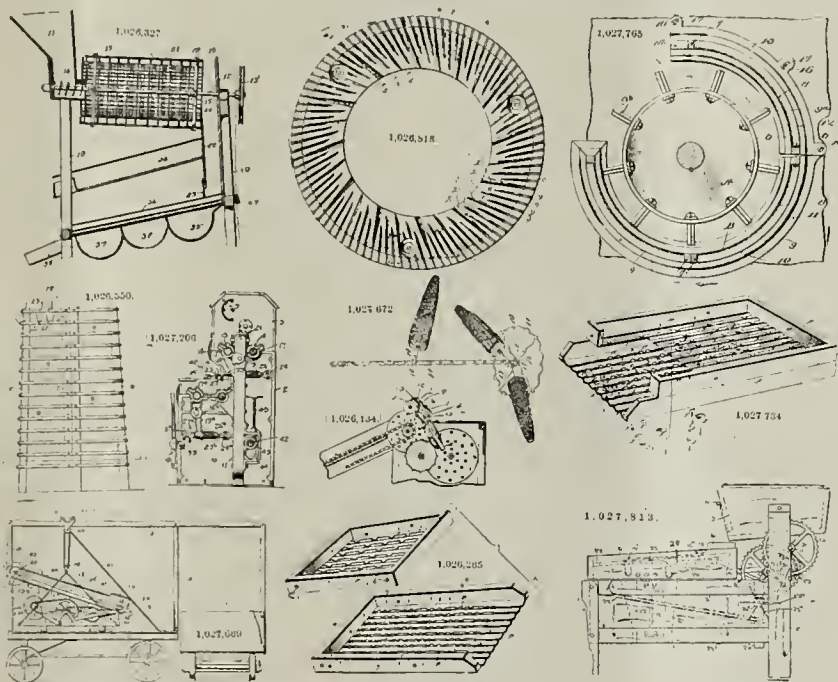
Grinding Burr.—Harry G. McCulloch, Freeport, Ill., assignor to the Stover Mfg. Co., Freeport, Ill. Filed March 1, 1911. No. 1,026,818. See cut.

Feed Mill.—Alexander Ingraham, Minneapolis, Minn., assignor to Willford Mfg. Co., Minneapolis, Minn. Filed January 29, 1910. No. 1,027,206. See cut.

Issued May 28, 1912.

Bag Holder.—Adolph Dahlstrom, Amery, Wis. Filed January 11, 1912. No. 1,027,464.

Car Unloader.—Elmo V. Richards, Des Moines, Iowa. Filed October 31, 1910. No. 1,027,669. See cut.



Seed Corn Drier.—Thomas C. Sime, Nevada, Iowa. Filed December 18, 1911. No. 1,027,672. See cut.

Seed Corn Grader.—Charles Hunnicutt, Wilmington, Ohio, assignor to the Charles Hunnicutt Co., Clinton County, Ohio. Filed October 26, 1908. No. 1,027,734. See cut.

Hay Grinding Machine.—Sherman C. Roberts, Wichita, Kans. Filed April 5, 1910. Renewed October 10, 1911. No. 1,027,765. See cut.

Seed Wheat Cleaner.—James S. Broyles, Wikel, W. Va. Filed September 9, 1911. No. 1,027,813. See cut.

Grain Door for Cars.—Williard W. Allen, Pretty Prairie, Kans. Filed May 9, 1911. No. 1,027,971.

Issued June 4, 1912.

Bag Support.—Albert P. Zimmerman, Spring Valley, Minn. Filed June 28, 1911. No. 1,028,520.

Feeder for Corn Shredders.—Christopher Kibat, Belvidere, Ill. Filed December 5, 1910. No. 1,028,739.

Conveying and Feeding Mechanism.—Walter L. Montgomery, Chicago, Ill. Filed July 19, 1911. No. 1,028,766.

Grinding Mill.—Wilfred P. Carson and John J. Hubbard, Taylorsville, N. C., assignors to Carson-Hubbard Mill Co., Taylorsville, N. C. Filed October 4, 1911. No. 1,028,839.

CROP PRODUCTION TO SMALL.

The census data published May 20, relative to important cereal crops for 1909, says:

In any comparison of the crop of one year with that of another, acreage forms a more accurate index of progress than either the amount or the value of the crop. On the other hand, in the comparison of one crop with another the respective acreages do not indicate the relative importance so accurately as a comparison of values, since the value of the yield per acre for one crop may be much greater than for another.

Comparing 1909 with 1899, the figures for the United States as a whole show an increase of 3.5 per cent in the acreage of cereals and of only 1.6 per cent in production, the difference in the rate of increase being due to a slightly smaller production per acre. During the decade the population increased 21

per cent, while the per capita production of cereals, which in 1899 was 58.4 bushels, was in 1909 only 49.1 bushels. With production only slightly larger, the value of the cereal crop in 1909 exceeds that in 1899 by \$1,183,000,000, or 79.8 per cent.

PERSONAL.

Fred Carlson has resigned as manager of the Farmers' Elevator Co. at Luther, Ia.

K. J. Hanson is the newly elected president of the Farmers' Elevator Co. of Thor, Ia.

H. B. Patridge has been appointed manager of the Potter Grain Co. at Shelburne Falls, Mass.

C. B. Howell has been appointed manager of the Wells-Hord Grain Co. at Grand Mound, Ia.

J. L. Jones has been retained as manager of the Farmers' Elevator and Supply Co. at Lineville, Ia.

William R. Swan, president of the Swan-Bickford Grain Co. of Belfast, Me., recently celebrated his 87th birthday.

H. P. Rasmussen will have charge of the Farmers' Elevator Co. plant at Northwood, Minn., during the coming season.

The Farmers' Elevator Co. of Olds, Ia., has appointed A. D. Stout manager and John M. Hissong assistant manager.

Hans Thompson, formerly manager of the Farmers' Elevator Co. at Raymond, Minn., is now connected with Randall, Gee & Mitchell, of Minneapolis.

as a solicitor. Peter Jorgenson will take his place as manager of the elevator.

Abe Newell has retired as manager of the Farmers' Elevator and Fuel Co. at Austin, Minn. Henry Baker will probably succeed him.

William Lacroix is the successor of Ed. McGrath as manager for G. W. Van Dusen & Co. at St. Peter, Minn. Mr. McGrath will go into the live stock business.

L. E. Walter, who has been manager of the Western Grain Co. at George, Ia., for sixteen years, has accepted a position as manager of the Farmers' Elevator Co. at Larchwood, Ia.

A. A. Buckingham of Crookston, Minn., has been appointed manager of the Farmers' and Merchants' Elevator Co. at Argyle, Minn. Mr. Buckingham will enter upon his duties July 1.

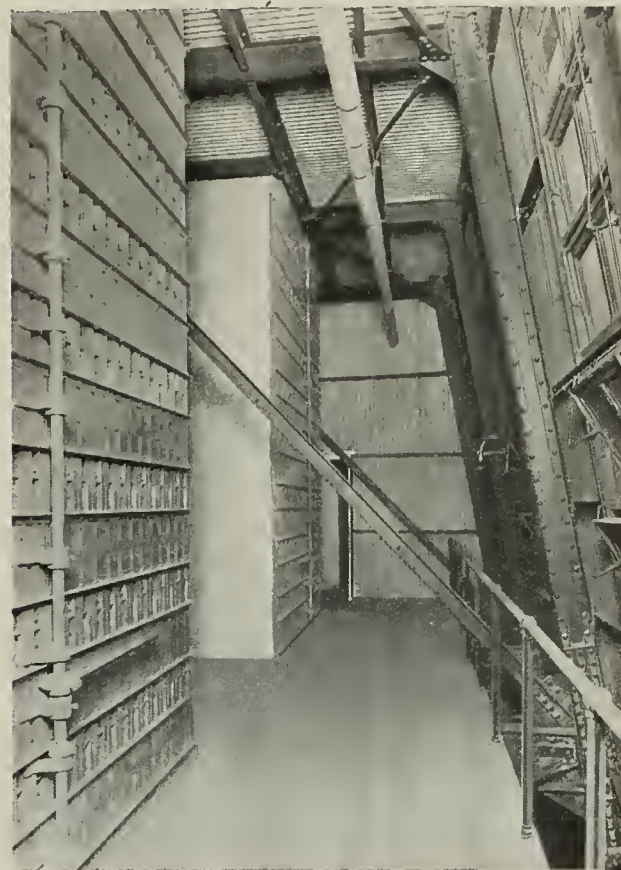
The Farmers' Elevator Co. of Henning, Ill., which has secured the elevator of Merritt & Elliott, has appointed C. C. White as manager. Mr. White managed this elevator for a number of years.

Owing to labor troubles in Calcutta and the cholera epidemic, six jute mills in May were out of commission and grain bag prices have been advancing in consequence.

Toppenish has been designated by the Washington State Public Service Commission as a grain inspection point, upon the request of farmers who claim that the Spokane bureau is not enough for the entire east side of the state. Everett has been established as a coast inspection point in addition to Seattle and Tacoma.

St. Johns, N. B., Canada, for the winter season 1911-12 exported grain valued at \$7,967,766. It is now proposed to continue this line of trade during this summer season also, hitherto not the practice, the Furness Line having chartered space for summer grain cargos. It is further added that when the Grand Trunk Pacific and the Canadian Northern railways make their terminals at St. John and the harbor works at Courtenay Bay are completed, grain will be shipped from St. John all the year round.

The Ellis Drier Co.



View of the first gallery showing two of the Driers

The above photograph was taken on the Armour Floating Drier, S. S. Helena, now at the Export Elevator, Buffalo, New York. Particular notice should be taken of the return air ducts located directly in front of the adjustable windows. These return intakes, which are covered by process patents, allow for the reutilization of heat contained in the exhaust air from the driers, at the same time greatly increasing the rapidity of circulation through the machines.

Postal Telegraph Building
CHICAGO, U. S. A.

HAY AND STRAW

More than 100,000 tons of hay will be produced and shipped from the Yakima Indian reservation in Washington this year.

Rivers in the neighborhood of Appleton, Wis., have overflowed their banks and thousands of tons of hay have been ruined.

F. H. Green & Son have leased a building at Janesville, Wis., and are fitting it up as a warehouse for hay, straw and mill feed.

The Sibley Grain Co. of Sibley, Ill., received a carload of hay from Hamilton, Mont., recently and sold it at once to farmers of the township at \$26 a ton.

The Alfalfa Milling Co. has commenced operations at West Point, Miss. The plant will manufacture stock feed and can secure all of the commodities needed within the county.

The price of hay in central New York has been the highest it has been since the Civil War. First grade timothy is bringing from \$30 to \$32 per ton and second grades from \$25 to \$27.

Large quantities of hay are reported being shipped out of the Salt River Valley of Arizona and finding a ready market in the South and East. Considerable hay was damaged by a recent rain which fell after the hay had been baled and was stacked in the fields without shelter.

Hay dealers of Toppenish, Wash., have circulated a protest against the appointment of the Rev. F. Benz, president of the Toppenish Farmers' Union, as state hay inspector in Toppenish, together with the selection of Fred Jenks as state weighmaster, claiming that neither has the requisite qualifications.

Alfalfa, according to the 1910 census of Wisconsin, was worth \$561,983 in that state for the year, the yield having been 49,794 tons, averaging 2.77 tons per acre, or in money \$31.25. Since then the acreage in the state has greatly increased and the yield is better also, seeing that its culture is now better understood.

In order to stimulate the raising of alfalfa in Wichita County, Texas, the Chamber of Commerce of Wichita Falls will give valuable premiums to the farmers cultivating it successfully. This followed the appearance in the streets of the city recently of a wagon load of alfalfa, the first ever marketed. It brought \$20 per ton.

The increased raising of alfalfa in Wisconsin is testified to by Prof. R. A. Moore, agronomist at the College of Agriculture, who reports that previous to May 1 over sixteen tons of alfalfa seed were supplied to the farmers. The demand was much greater, but this was all that College was able to supply. This will supply seed for 1,600 acres. It is possible that the acreage of new seeding in the state will reach 10,000 acres.

In spite of the extreme prices for hay that have prevailed for the 1911 crop, Montreal dealers say the crop has been for them one of the most profitable on record. By June 1 the Canadian crop had been pretty well cleaned up; or, at least, only a few cars were coming in even at \$22 for No. 2 timothy. The final shipments made to the English markets consisted of the lower grades, or culls, as buyers there cannot begin to pay the prices realized for the better grades on this side, and as are paid in American markets.

Sweet clover is at last coming to be recognized as an excellent substitute for alfalfa in many states where it is native, but has hitherto been regarded a nuisance. In some places it is signified by the name Bokharah clover. It has the virtue, which alfalfa has not, of enduring "wet feet," if necessary, for some considerable length of time. It has about the same feeding value as alfalfa, but as hay it must be cut quite young, otherwise it develops a bitter taste, the cutting being high and not close to the ground, as in the case of our native hays and alfalfa. Sweet clover is a biennial plant, which seeds the second year and dies after seeding. It is somewhat difficult to handle when it is desired to save a seed crop, as the seed shatters very easily. If the plant is allowed to mature and scatter its own seed, the crop may be made to be perpetual, although this is a wasteful method. One difficulty in handling this crop lies in getting the seed. It is sown and handled about like alfalfa, so far as cultural methods are concerned.

Hay growing demonstrations are being made this season by the Agricultural Department in the Piedmont region of South Carolina with very promising results. The work was taken up with 100 farmers, each having one acre worked under the direction of the Department's agent. Nearly all have had this season a fine crop of hay, some of the plots cutting two and one-half to four tons per acre. So much interest has been aroused in the matter that these farmers are now preparing to put out two additional acres, making three acres in all. They have found by this demonstration that they can grow enough hay to take care of two or three head of horses used in their general farm work.

The success with the hay crop has encouraged farmers, furthermore, to look into the livestock proposition to the end of introducing greater diversification and devoting less acreage to cotton.

The first load of alfalfa to be marketed at Emporia, Kan., was brought in May 20 and sold for \$12 per ton. Independence, Kan., reported a number of loads on that date which were sold at \$15 per ton. Reports indicate that the crop is the best in several years and surpasses that of last year.

NATIONAL HAY CONVENTION.

The nineteenth annual convention of the National Hay Association will be held at the Coates House, Kansas City, Mo., on July 16-18. The program will be published at an early date, and it will probably be the most interesting and attractive that has ever been presented to the members. The secretary has arranged for special trains over the N. Y. Central Lines and Burlington Route, the itinerary of which will reach members later.

The hotel rates at Kansas City are within the reach of all, as will be noted from the following schedule: Coates House—20 to 30 rooms, two persons in each, \$1 per day each; 20 to 30 rooms, two persons in each, \$1.25 per day each; 20 to 30 rooms, \$1.50 to \$2 per day each; 50 rooms with bath, \$2 to \$3 per day each. Within two blocks of the above hotel there are sufficient rooms to accommodate 5,000 people and at any rate from 50 cents per day up. It is the intention of the local committee to establish a bureau of information in the lobby of the Coates House, where delegates will be directed to the different hotels and to their rooms. Those contemplating attending this meeting may write at once to L. H. Firey, manager, Coates House, and make reservation now. Rooms are already being taken. The Kansas City people are going to entertain the Association royally, and will leave nothing undone to make the meeting one round of pleasure, comfort and profit.

THE NATIONAL HAY ASSOCIATION RULES.

The following are the agricultural colleges and experiment stations which have adopted National Hay Association Rules of Grading Hay and Straw for the use of students: University of Arkansas, Fayetteville, Ark.; Polytechnic Institute Experiment Station, Auburn, Ala.; Tuskegee Normal and Industrial Institute, Tuskegee, Ala.; University of Arizona, Tucson; University of California, Berkeley; State Agricultural College, Fort Collins, Colo.; Storrs Agricultural Experiment Station, Storrs, Conn.; University of Florida, Gainesville; University of Georgia, Athens; University of Illinois, Urbana; Purdue University, Lafayette, Ind.; Iowa State College, Ames; Kansas State Agricultural College, Manhattan; Maryland Agricultural College, College Park; Massachusetts Agricultural College, Amherst; Mississippi Station, Agricultural College, Miss.; Montana Agricultural College, Bozeman; New Hampshire College of Agriculture, Durham; New Jersey Agricultural College, New Brunswick; Cornell University College of Agriculture, Ithaca, N. Y.; North Dakota Agricultural College, Agricultural College; Ohio Agricultural College, Wooster; Oklahoma Agricultural Experiment Station, Stillwater; Pennsylvania State College, State College; R. I. State College, Kingston; University of Tennessee, Knoxville; Agricultural and Mechanical College of Texas, College Station; Agricultural College of Utah, Salt Lake City; Hampton Normal and Agricultural Institute, Hampton, Va.; Virginia Agricultural Experiment Station, Blacksburg; University of Wisconsin, Madison.

Secretary Taylor announces the following new members admitted to the National Hay Association since last report: E. G. Reid, Bucyrus, Ohio; A. E. Fuhlhage, Rose, Kan.; Morton Grain and Hay Co., Columbus, O.; the Wesley Miller Flour and Feed Co., South Bend, Ind.; V. Melott, Fulton, Ohio; L. W. Roper, Denver, Colo.; Diefenthaler Bros., Oconee, Ill.; Cartzdafner Flour and Feed Co., Columbus, O.; Hudson Gilchrist, Belgrade, Mont.; Kraus & Apfelbaum, Columbia City, Ind.; C. S. Prosser & Co., Duluth, Minn.; Callan & Wilson, Philadelphia, Pa.; D. A. Baker, Butler, Ind.; Toyah Valley Hay Co., Balmorhea, Texas; the Wood Brokerage Co., Trinidad, Colo.; Hewett Grain and Provision Co., Escanaba, Mich.; Niebuhr & Son, Fall Creek, Wis.; J. D. McLaren Co., Inc., Plymouth, Mich.; Russell Grain Co., Kansas City, Mo.; Farmers Produce Co., Chippewa Falls, Wis.; Barrett Bros., Thorpe, Wis.; W. E. Steakley, Atlanta, Ga.; R. B. Buchanan & Co., Memphis, Tenn.; N. A. Faulkner & Co., Jacksonville, Fla.; A. S. Hull, Lowell, Ind.; Bolinger & Robbins, Shelburn, Ind.; B. L. Hunt, Treaty, Ind.; Atwood-Larson Co., Duluth, Minn.; J. Huff, Yates Center, Kan.; Nelson Grain Co., Kansas City, Mo.; Geo. R. Wilson, Lamar, Colo.; Anderson & Bowen, Aboite, Ind.; W. D. Moon & Co., Memphis, Tenn.; P. S. Cope, Jr., Vinita, Okla.; E. D. White, Rudyard, Mich.; F. E. Austin, Beresford, S. D.

Farmers began "laying by" corn in Texas by May 20, with a most promising prospect. With seasonable rains the crop should be a large one.

BARLEY and MALT

The barley crop of Japan will amount to 22,000,000 koku or 110,000,000 bus. This is a small increase over the average yield.

John Gund Brewing Co., of Chaseburg, Wis., have installed a 46-foot Constant "Safety" Ball-Bearing Man-lift. T. E. Ibberson, Minneapolis, Minn., had the contract.

The greatest crop of barley ever raised in the Imperial Valley district of California is now nearly harvested. Late rains knocked down a great deal of the grain, but with close cutting there has been most of it saved. The yield has run as high as 38 bus. per acre and with the price between \$1.52 and \$1.55 the farmers are well pleased.

Barley exports from India to Europe are greatly increasing. For the fiscal year ended March 31, 1912, they reached 292,418 tons, worth \$7,450,000, against 13,345 tons, worth \$330,000, the year previous. A British barley buyer visiting India suggests that "an effort be made to establish the system practiced in the great barley-producing sections of California, where the grain is bagged and placed in railway warehouses against a warehouse receipt which may be hypothecated to a bank against loans."

BARLEY CONTRACTS IN IDAHO.

Last year most of the barley growers in Lewiston County, Idaho, contracted the delivery of their barley at about a dollar per bushel. Soon after that price advanced rapidly to as high as \$1.68 per cwt., Lewiston. Then the farmers began to renig any many ignored their obligations, alleging the buyers had prior knowledge of the conditions that caused the rise in prices. The grain men then went to court to force the farmers to acknowledge their bargain, and in courts of the Lewiston district there are cases pending which involve contracts of \$100,000, this amount representing the difference in price at which the farmers had contracted and the price for which the grain sold at the time of delivery.

The grain men say that only a few small contracts have been made for barley thus far this year, but at prices ranging about \$1 a hundred pounds.

Advices from Algona and Tunis indicate a practical failure of barley for 1912 in those provinces. In Tunis the report from local buyers is to the effect that the crop will amount to only a little more than the seed, a yield of three or four times the quantity sown being the maximum in the most favored districts; in Constantine, where prospects are not quite as bad as in the other parts, complaints are now made about the sirocco; in Oran territory the crop will be a bad one. Old barley is very scarce.

CARE FOR BARLEY AT HARVEST.

The care barley gets at harvest largely fixes the relative value of the grain in the market; and buyers and users alike, who come into contact with the growers, should impress this fact upon the latter. An excellent bit of advice on this matter is found in the Orange Judd Farmer, from the pen of W. D. Stelk of Nebraska, who says:

"The barley seeds should have a most mealy endosperm (that portion of the seed surrounding the germ), for they will then sprout most uniformly. This is best secured when the grain is allowed to ripen fully, yet, on the other hand, such fully ripened seeds will be more readily discolored by rain or dew. As this matter of color is of the utmost market importance, early cutting is often wisely practiced.

"The next step is to dry the bundles as fast as possible, in which case the barley must be shocked immediately in medium size shocks and capped with two bundles to prevent the exposure of all the grain to dew and rain. When the barley is sufficiently dried out, it must be threshed or shocked at once to prevent further discoloration. Where the market is discriminating the cap bundles should be threshed separately if they are at all damaged.

"As the commercial value of barley depends upon its value from the brewer's standpoint, we must necessarily meet his demands. The essentials and qualifications for malting are ability to germinate completely, quickly and uniformly. It should be free from impurities and broken grains and should not be threshed too short. Special care must be taken in threshing barley, for pieces of grain that have no embryo are valueless for the production of malt. Without the germ the grain does not become soluble, and, what is worse, such grains become covered with mold, serving as centers of infection to the sprouting grains. Grains that have the ends of the hull broken or peeled off are likewise injurious. So it is better to leave on a little of the beard instead of rubbing too close, as this is not harmful in the malting process."

Wheat smutters are said to be earning good money in some parts of Washington—two cents a bushel net profit is the reported average for the work.

Hess Grain Driers

MODEL FOR 1913

The stationary driers for 1913 show a marked change in distribution of materials.

The heavy cast iron plates heretofore used have been superseded by plates of pressed galvanized steel, much less in weight, though the necessary strength is retained. This reduces the cost of the drier housing, the load upon it being lessened. The saving of material in the drier itself also permits a *very substantial reduction in our price.*

We announce also for all portable and stationary driers A NEW DESIGN OF STEAM COILS suitable for exhaust or live steam. The new coils provide a continuous circuit for the steam, hence positive and rapid circulation. With four pounds back pressure the largest coil is filled and thoroughly heated *in less than three minutes.*

These coils are so fitted that unequal strains from expansion and contraction are impossible, and there is no breakage of parts. The pipes are self-cleansing, and no dust nor dirt can accumulate upon nor within them.

We have also designed a new drying system for

EAR CORN

with furnace heat. It is inexpensive, and adapted to the needs of the large grower, and of the seed merchant. No boiler required, and no machinery necessary in its operation.

With our unequalled facilities for manufacturing and our corps of drier engineers always available, we can serve you more promptly and more efficiently than others. Free booklet and plans.

Hess Warming & Ventilating Co.

910 Tacoma Bldg. CHICAGO, ILL.

More Hess (U. S.) Moisture Testers are in use than all other makes combined.

OBITUARY

Charles Wales, formerly in the grain business at Monticello, Ia., is dead.

Henry Hemmelgarn, a member of the Chicago Board of Trade since 1875, died June 9.

John N. Walton, senior member of Vertrees & Co., of Palatka, Fla., died recently, aged 59 years.

John Evans, president and organizer of the Pauline (Neb.) Grain & Hay Co., died recently.

Amos H. Merchant, a former secretary of the Omaha Grain Exchange, died June 3, at Brockton, Mass.

John H. Latham, treasurer and director of the Farmers' Elevator Co. at Sandwich, Ill., died recently.

William D. Burkam, once prominent in the grain trade of New York City, died recently in Philadelphia.

W. Edward McQuiston, prominent on the Chicago Board of Trade and connected with Logan & Bryan, is dead.

C. S. Howard, well known grain man of Edgerton, Minn., dropped dead recently on the streets of Minneapolis.

Theodore L. Hansen, retired grain merchant and member of the Milwaukee Chamber of Commerce, died recently, aged 72 years.

Richard L. Davis, a member of the Chicago Board of Trade for forty years, died May 30, aged 66. Mr. Davis was a member of the firm of Pope & Davis.

W. F. Parsons of Ferguson, Mo., committed suicide recently by shooting himself. He was 60 years old and a member of the Merchants' Exchange of St. Louis.

Peter Reid, who had been connected with the Chicago grain market for more than forty years, is dead. Because of his comprehensive knowledge of grain he was selected by Joseph Leiter to handle the cash end of his big deal in wheat. A considerable number of European buyers stipulated "Peter Reid's inspection," preferring it to the official inspection. For the past five years he has been employed by the J. Rosenbaum Grain Co. as a crop expert.

John Kerwin, a retired hay and feed merchant of Brooklyn, was asphyxiated at his home in Williamsburg as the result of gas escaping from a heater. He was born in Ireland 73 years ago and coming to this country acquired sufficient capital to enter the grain business. He prospered and investing his money in real estate accumulated a fortune of \$500,000. He was one of the organizers of the Irish Land League and the personal friend of Charles Stewart Parnell.

Charles R. Taylor, well-known in the Montreal grain trade, died suddenly May 21, following an attack of heart disease. He was 47 years of age, and is survived by a brother, A. M. Taylor, and two sisters. Mr. Taylor first became interested in the grain business with Joseph Ward and later started on his own account and meeting with considerable success. At the hour of his death he was preparing to receive one of the largest consignments of grain ever delivered to a Montreal merchant.

John Henry Fort, formerly prominent in the grain trade of Chicago and later at Buffalo and New York, died May 24, at the age of 78 years as the result of old age. He was born at Hoosick, N. Y., later removing to Chicago, where he enlisted in Ellsworth's Zouaves and served through the war. After the war he became identified with Marsh, White & Co., grain dealers of Chicago, removing with the firm to Buffalo and then to New York City. Mr. Fort was for many years manager of the Brooklyn Elevator and Milling Co. The deceased is survived by his widow, three sons and two daughters.

The Hon. Edward A. Cowee, widely known grain merchant of Worcester and former state representative and senator, died May 21 at the age of 54. Death was caused by bronchial pneumonia. Mr. Cowee was born in West Boylston, Mass., where his father Aaron Cowee ran a grist mill. About fifteen years ago Mr. Cowee entered the grain business at Worcester, establishing a series of hay, feed and grain stores and meeting with success at once. While in the Senate he took considerable interest in legislation for the farmers' interests and did much valuable work. The deceased is survived by his mother, widow and two children.

DEATH OF ABNER HENDEE.

Abner Hendee, one of the foremost grain dealers in New England and a prominent business man of New Haven, Conn., died May 20, after an illness of ten days, following an attack of Bright's disease. He had been stricken suddenly in his apartments in the Hotel Bishop and was found by hotel attendants in a comatose state in his room.

Mr. Hendee entered the grain business as an employe of Smith, Northam & Robinson at Hartford

and later became traveling salesman for that firm. In 1871 he became a member of the firm of David B. Crittenden & Co., and located in New Haven. In 1890 he became the head of the firm and in 1895 he opened offices in New York City and carried on a big business through this agency.

Mr. Hendee was in his 59th year. He is survived by a daughter, Mrs. Chauncey D. Rice, and his widow, to whom he left the bulk of his fortune, which is estimated at \$500,000.

Mr. Hendee was prominent in the work of the National Hay Association, by which he is paid the following tribute by the committee:

"Again, we are reminded that the reaper of death is no respecter of person.

"Abner Hendee of New Haven, Conn., died May 20th. He was an extensive wholesale dealer in hay and grain, and by his frugal and business-like methods, accumulated a large fortune. His reputation extended far and wide and carried with it all that is gained by honest, fair and upright dealing with his fellow men.

"As a member of the National Hay Association his place amongst us will be hard to fill, as few are destined to measure up to his standard.

"He leaves a widow and daughter to mourn his loss, to whom The National Hay Association extend our deepest sympathy, in this hour of their bereavement."

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE.

Elevators in Illinois and Indiana that handle from 150,000 bushels to 300,000 bushels annually. Good locations. Prices very reasonable. Address JAMES M. MAGUIRE, Campus, Ill.

ST. LOUIS ELEVATOR FOR SALE.

For sale on favorable terms, all or part of 50,000-bushel modern grain elevator, at St. Louis, Mo.; also 100-car hay warehouse, with established and profitable local trade, and ideal shipping facilities. Address ST. LOUIS, Box 5, care "American Elevator and Grain Trade," Chicago, Ill.

MISSOURI ELEVATOR FOR SALE.

Missouri elevator of 10,000 bus. capacity for sale, in town of 1,200 people. Good wheat country. A splendid opportunity for a man to run a feed and exchange and grain business, as there is no competition in this business in town. 55 car loads of feed shipped in here so far this year. Address, BOX 188, Sullivan, Mo.

FINE TERMINAL PLANT FOR SALE.

Grain Elevator property for sale at Harvey, Ill., on Grand Trunk Railroad. Description: 10 fire-proof storage tanks, capacity 250,000 bushels; bleaching tower; boiler house and boiler; office; motors; machinery; electric switches; concrete foundation for working house, etc. Direct and belt connections with all railroads. Address H. W. ROGERS & BRO., Western Union Bldg., Chicago, Ill.

FOR SALE

Elevator and corn milling plant in city of 60,000 population. Local grain and feed trade large. Property centrally located and ready to operate. Bargain. Address, R-O, Box 6, American Elevator and Grain Trade, Chicago.

ELEVATORS AND MILLS

ELEVATORS IN NORTHWEST FOR SALE

Sixteen elevators in North Dakota and Minnesota for sale. Good stations; prices reasonable. Will sell either as a line or separate. Address 308 BOARD OF TRADE, Duluth, Minn.

MICHIGAN ELEVATOR FOR SALE.

For sale, 10,000 bu. elevator, hay, feed, bean and potato business. Located in virgin territory. No better money-maker for energetic young or middle-aged man. Reason for selling, age and too much other business. Address N. A. RICHARDS, Rose City, Mich.

SOUTH DAKOTA ELEVATOR FOR SALE.

Will sell two elevators, for cash only. With large territory, two elevators in each town. 20,000 bus. capacity, cribbed; been built four years. Gasoline engine, dump and weighing out scales. Very reasonable price if taken quick. Excellent prospects for crops. Address BOX 36, Mitchell, S. D.

WAGNER
CROP
BOOKLET

for 1912 now ready. Covers wheat, corn, oats and cotton crop raising data. Most complete publication of its kind. Sent on request. Correspondence invited.

E. W. WAGNER & CO.
Grain, Securities, Provisions, Cotton
BOARD OF TRADE, CHICAGO

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS
COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given
Special AttentionPhone
Harrison 7228Orders in Futures
carefully executedMiscellaneous
Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

MACHINERY

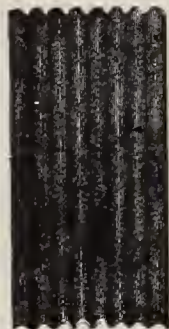
GASOLINE ENGINE FOR SALE.

We have one Fairbanks-Morse 40 horsepower gasoline engine, which we can guarantee to be in A No. 1 condition and will sell very reasonably. Have no use for same. MAUMEE VALLEY GRAIN CO., Sherwood, Ohio.

ROOFING AND SIDING

SYKES STEEL ROOFING CO.

114 W. 19th Place, Chicago



MAKERS OF FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and
Metal Roofing
For Grain Elevators

And take contracts either for material alone or job completed
Write us for prices. We can save you money.

MACHINERY

ROPE TRANSMISSION.

For sale, one new never used 100 to 125 horsepower rope transmission, complete with tension carriage and rope. Make us an offer. MISSISSIPPI BOX CO., Cairo, Ill.

HELP WANTED

GRAIN BUYERS WANTED.

Wanted, experienced grain buyers who can give bond, with Minnesota, Iowa or South Dakota experience, for North Dakota and Montana points. Address C. E. O., Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

Grain and
Seeds

WANTED.

Oats straw and packing hay wanted. Address C. T. HAMILTON, Newcastle, Pa.

BUCKWHEAT WANTED.

Buckwheat grain for feed, flour and seed. Name quantity and price at your station. Address H. J. KLINGLER & CO., Butler, Pa.

MAHOGANY CORN WANTED.

Can use up to 25,000 bushels of mahogany corn. Send samples and name lowest price. Address C. C. LEWIS, Chamber of Commerce, Buffalo, N. Y.

FIRST CLASS SEED CORN FOR SALE.

We have several cars of first class ear or shelled seed corn to offer. Reid's Yellow Dent and Silver Mine. Address STOECKER SEED CO., Peoria, Ill.

QUOTE ME PRICES.

On bran, shorts, mill feed, oats, chops, snapped and shelled corn; demand heavy. Can furnish limited quantity of pure Johnson grass seed. A. S. LEWIS, Cor. Olive and Pacific Ave., Dallas, Texas.

FLOUR AND MILL FEEDS.

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

YELLOW DENT SEED CORN.

Extra Early Yellow Dent Seed Corn—90 day; tests 96%. Also Extra Early Clarage, earliest Yellow Dent in cultivation. Both \$3.00 per bu. Special prices on quantity. Address S. BASH & CO., Fort Wayne, Ind.

WASHINGTON PLANT FOR SALE



¶ This plant is strictly new, and all ready for installing a 100 to 350 barrel flour mill. I am ready to retire from business, hence will sell it very reasonably and let purchaser install whatever machinery he wishes. Fine warehouse, with capacity of 118,000 bushels. Wheat raised and offered for sale here annually runs from 545,000 to 900,000 bushels of No. 1 Bluestem, the finest milling wheat on earth.

WRITE ME IF INTERESTED.

C. W. BETHEL,

::

Harrington, Wash.



Headquarters for
WISCONSIN GROWN
TIMOTHY and CLOVER
Also

DRY LAND MONTANA
GROWN ALFALFA

Rosenberg & Lieberman
MILWAUKEE, WIS.
Est. 1860

SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa Clover, Millet, Red Top, or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.

ARMOUR Grain Co.

GRAIN DEALERS

CONSIGNMENTS SOLICITED
This department is fully equipped
in every way to give the very best
service in Chicago.

137 South La Salle St., CHICAGO

RAYMOND P. LIPE, PRES.

ALL QUOTATIONS SUBJECT TO CONFIRMATION

W. E. TOMPKINS, SECY.

THE RAYMOND P. LIPE CO.

SHIPPERS OF GRAIN AND HAY

1330-1333 NICHOLAS BUILDING

ROBINSON CODE

TOLEDO, O. April 22, 1911.

The American Elevator & Grain Trade,
Chicago, Ill.

Gentlemen:

Please discontinue our elevator advertisement, as it is
sold. Your paper did the work.

Yours truly,

THE RAYMOND P. LIPE CO.

WE CAN DO THE SAME FOR YOU.

The BOOK of CORN

SHOULD BE ON THE DESK OF EVERY
ELEVATOR MAN WHO HANDLES CORN

It is the only work that covers the field from the growing to the final
disposition of the cereal. An exhaustive treatise on corn
growing, breeding, marketing, etc.

The book has been prepared by specialists, under the direction of Herbert
Myrick, and covers all features of the corn business. It tells not only how corn
should be treated by the farmer as producer in every step of the program of
corn culture, but also how to market corn and what ultimately becomes of it—
on the farm, as feed; or in the world's markets as the raw material of vast
manufacturing industries.

Price, \$1.50 per copy

For sale by MITCHELL BROTHERS PUBLISHING CO.
431 S. DEARBORN STREET CHICAGO, ILLINOIS

Bartlett Frazier Co.

Western Union Building
CHICAGO, ILL.

Receivers and Shippers of All Kinds of Grain

☐ Always in The Market to
Buy at Outright Prices. Wire
offers.

☐ Special Attention Given to
Consignments. Our Facilities
for Handling Same are The
Best.

NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables
Shippers
to
Collect
Claims

Requires
No
Repairs

Occupies
Small
Space

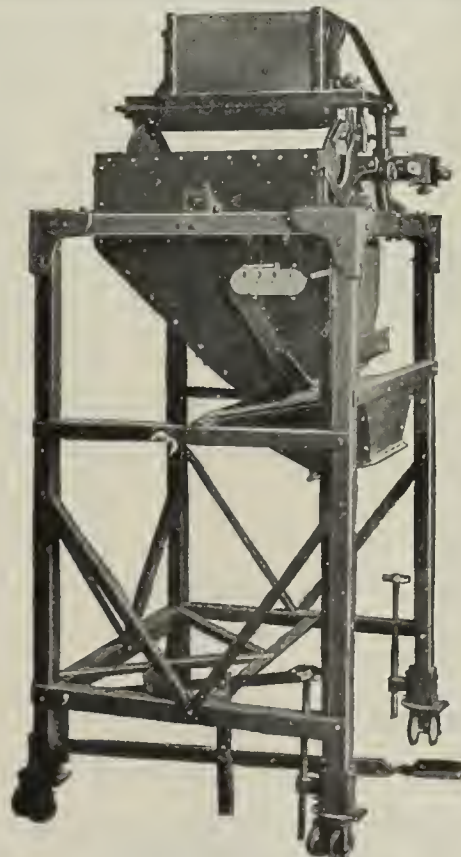
Most
Economical
to
Install

No Bother
to
Operate

Never
Gets Out
of
Order

Will Not
Rust
or
Wear Out

60 Days'
Trial



PORTABLE BAGGER

Write for Catalog.

National Automatic Scale Co.

Bloomington, Illinois

GRAIN RECEIVERS

PHILADELPHIA

L. F. MILLER & SONS,
Receivers and Shippers of
GRAIN, FEED, SEEDS, HAY, ETC.
OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA
CONSIGNMENTS SOLICITED. Special attention given to
the handling of CORN AND OATS.
REFERENCES: { Manufacturers' National Bank, Philadelphia, Pa.
Union National Bank, Westminster, Md.

E. E. DELP GRAIN CO.
GRAIN AND FEEDS
453 BOURSE PHILADELPHIA, PA
ELEVATOR, TRANSFER HOUSE AND MILLS:
BOURBON, INDIANA

CINCINNATI

CINCINNATI

We have best facilities
for handling grain
of all kinds, especially
Hot Corn and Off Grades

If Shipping to Cincinnati

You can make no mistake
by consigning to

The Gale Bros. Co.

The House With a
Grain Drier

TRY US

CRAWFORDSVILLE, Ind.

Crabbs Reynolds Taylor Company

CLOVER SEED
Car Lot BUYERS of GRAIN

Crawfordsville Indiana

PEORIA

P. B. & C. C. MILES
Established 1875 Incorporated 1910
PEORIA, ILL.
Handling Grain on Commission
Our Specialty

A. G. TYNG, Jr. D. D. HALL
TYNG, HALL & CO.
Grain and Commission
Merchants
Rooms 33 and 35 Chamber of Commerce
PEORIA, ILLINOIS

C. W. Buckley. Thos. J. Pursley
Buckley, Pursley & Co.
COMMISSION MERCHANTS
GRAIN, HAY AND SEEDS
PEORIA, ILL.
References { First National Bank, Peoria, Ill.
Commercial German National Bank, Peoria, Ill.

W. W. Dewey & Sons
GRAIN COMMISSION
26 Chamber of Commerce, PEORIA, ILL.
Prompt personal attention given to
Consignments and orders for grain.

We Get Continuous Chicago Markets. Private Wires to all Points.
T. A. GRIER & CO.
Grain Shipping and Commission Merchants
We Furnish Bids on Grain to Arrive
and Also Solicit Consignments.
18-22 Chamber of Commerce, PEORIA, ILL.

RUMSEY, MOORE & CO.
GRAIN COMMISSION
Board of Trade Bldg. PEORIA, ILL.

LOUIS MUELLER L. L. GRUSS
MUELLER GRAIN CO.
RECEIVERS and SHIPPERS
GRAIN
We Solicit Your Consignments In Grain and Hay
ROOM 39 CHAMBER OF COMMERCE
PEORIA, ILLINOIS

We are here to handle your business right;
either on Consignment or Sales to Arrive.
WARREN COMMISSION CO.
GRAIN
PEORIA - - ILLINOIS
B. E. MILES L. H. MURRAY

PEORIA

S. C. BARTLETT CO.
Peoria, Illinois
RECEIVERS and SHIPPERS
of GRAIN
Consignments Solicited. Reference any Bank or Banker.

ST. LOUIS

**"THE CONSIGNMENT HOUSE
OF ST. LOUIS"**
GRAIN, HAY & GRASS SEEDS
Picker & Beardsley Com. Co.
118 NORTH MAIN STREET.

Ship your Grain, Hay and Seeds to
John Mullally Commission Co.
ST. LOUIS, MO.
WE NEVER BUY—HANDLE ON
CONSIGNMENT ONLY

J. C. FALLIS
PERSONAL ATTENTION TO SEED CORN
FOR ENSILAGE PURPOSES EXCLUSIVELY.
If Interested Get Into Communication With Me
206 Merchants Exchange, St. Louis, Mo.

DECATUR



OUR BIDS ARE GOOD ONES.

DETROIT

A. S. DUMONT R. C. ROBERTS R. L. HUGHES
Dumont, Roberts & Co.
RECEIVERS GRAIN SHIPPERS
Chamber of Commerce Merchants Exchange
DETROIT, MICH. DECATUR, ILL.
Consignments Solicited. Ask for our bids and quotations.

CAUGHEY & CARRAN
DETROIT, MICH.
Grain and Seed Merchants and Commission
OUR SPECIALTY: OATS AND CLOVER SEED
We handle Beans, Barley, Rye, Corn, Wheat. Try us. Liberal
advances.
OFFICES: 620 to 624 Chamber of Commerce
ELEVATOR and SEED HOUSE: Cor. 14th and Baker Sts.

GRAIN RECEIVERS

TOLEDO

When "Seedy"
Try
C.A. King & Co.

Futures and Consignments.
Red Clover, Timothy and Alsike.
Toledo Leads The World

Reliable as a National Bank

Pick your commission house as carefully as you selected your bank. "33 years at it" should give you utmost confidence in this firm. Margins and Profits are always safe and secure here. "Send it to Zahm:" That order for futures.

J. F. ZAHM & CO., Toledo, Ohio
"Here Since 1879"

Members of Toledo and Chicago Boards of Trade

JOHN WICKENHISER & CO.
Wholesale Grain Dealers
TOLEDO, OHIO

We make track bids and quote delivered prices.
Solicit consignments of Grain and Clover Seed.
Members Toledo Produce Exchange and Chicago Board of Trade

The Oats Specialists
H. D. RADDATZ & CO.
GRAIN, SEEDS AND FUTURES
Always in the market to buy or sell. Ask for our prices.
Room 21, Produce Exchange
TOLEDO, OHIO

Every Satisfied Customer is a Booster—
We Have a Lot of Them

Like "Honesty is the best policy," best service brings the most business. We want yours.

SOUTHWORTH & COMPANY
Grain Seeds Provisions
PROD. EX. BLDG. : : : TOLEDO.

INDIANAPOLIS

The
Bassett Grain Co.
INDIANAPOLIS

Telephones 80 615-616 Board of Trade

FRANK A. WITT
GRAIN

Strictly Commission and Brokerage
Close attention to the details of all business.
627 Board of Trade, INDIANAPOLIS, IND.
Phone 3630

PITTSBURG

Sizing up Pittsburg Market?

THINK OF

H. G. MORGAN, "The Pittsburg Hay Man"
727-729 Grain Exchange, Pittsburg, Pa.
HAY—Ear Corn, Oats—HAY

IN THE ONE SPOT 45 YEARS

Daniel McCaffrey's Sons Co.
Leading Hay and Grain Dealers

Pittsburg - - - Pennsylvania

D. G. Stewart & Geidel
GRAIN, HAY and FEED
RYE A SPECIALTY

Office 1019 Liberty Street Pittsburg, Pa.
Proprietors Iron City Grain Elevator. Capacity 300,000 bu.

Established 1878

C. A. FOSTER
Wholesale Grain, Hay, Straw and Feed
WABASH BUILDING PITTSBURG, PA.
Member: { Grain Dealers National Association
National Hay Association

C. M. HARDMAN D. V. HECK
HARDMAN & HECK
Receivers and Shippers of
GRAIN, HAY AND MILL FEED
IN CAR LOADS
Office: 723-725 Wabash Bldg., Pittsburg, Pa.
We buy direct or handle your grain on consignment. Our facilities are unequalled for handling your shipments satisfactorily in the Pittsburg market.

W. F. Heck & Company
RECEIVERS AND SHIPPERS IN CAR LOADS
MIXED CARS OUR SPECIALTY
Grain, Hay, Straw and Mill Feed
Room 727, Wabash Bldg., Pittsburgh, Pa.
Members: National Hay Association and Use Robinson's Code.
Pittsburg Grain and Flour Exchange

MINNEAPOLIS

J. L. McCaull, President R. A. Dinsmore, Vice President
S. J. McCaull, Secretary A. M. Dinsmore, Treasurer

The McCaull-Dinsmore Co.
COMMISSION MERCHANTS
915-16-17 CHAMBER OF COMMERCE
MINNEAPOLIS, MINN.
DULUTH MILWAUKEE OMAHA

NEW YORK CITY

L. W. FORBELL & CO.
Commission Merchants

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.
We are Specialists in these grains and are strictly Commission Merchants.

BROOKLYN HAY & GRAIN CO.
HAY, STRAW AND GRAIN
COMMISSION MERCHANTS

ON ALL MARKETS IN NEW YORK HARBOR
Office: Borough of Brooklyn, New York

LANCASTER

DO YOU REALIZE

That country trade always pays you best in every way?
We work a large country business.
See the point?

JONAS F. EBY & SON, LANCASTER, PA.

KANSAS CITY

R. J. THRESHER, Pres. L. A. FULLER, Sec'y
THRESHER-FULLER GRAIN CO.
Grain Commission Merchants

CONSIGNMENTS SOLICITED
Grain Bought and Sold for Future Delivery
311-14 Board of Trade KANSAS CITY, Mo.

MILWAUKEE

O. MOHR, Mgr. G. C. HOLSTEIN, Sec'y-Treas.
Mohr-Holstein Commission Co.
29 Chamber of Commerce
MILWAUKEE
Sample Grain a Specialty
BRANCH OFFICES AT CHICAGO AND MINNEAPOLIS

OUR SPECIALTIES:
Malting Barley
Milling and Distilling Rye
FAGG & TAYLOR, Shippers
MILWAUKEE, WIS.

BALTIMORE

CHAS. ENGLAND & CO.
RECEIVERS OF
GRAIN and HAY

308-310 Chamber of Commerce
BALTIMORE, MD.

GRAIN RECEIVERS

CHICAGO

ARMOUR GRAIN CO.

GRAIN DEALERS

CONSIGNMENTS SOLICITED. This department is fully equipped in every way to give the very best service in Chicago.

137 S. La Salle St. CHICAGO

CHICAGO

SOMERS, JONES & CO.

(INCORPORATED)

COMMISSION MERCHANTS

GRAIN AND FIELD SEEDS

CHICAGO MILWAUKEE MINNEAPOLIS

We are amply prepared to give the best of service on consignments of cash grain and on orders for future delivery.

Make drafts on us and address all correspondence to us at 82 Board of Trade, CHICAGO

CHICAGO

Good Prices
Prompt Returns
Very Best Attention

AND W. A. FRASER CO.

"They're Running Mates"

MINNEAPOLIS CHICAGO MILWAUKEE

E. W. BAILEY & CO.

Commission Merchants

GRAIN, SEEDS AND PROVISIONS

72 Board of Trade CHICAGO

J. P. GRIFFIN & COMPANY

Grain Commission

61 BOARD OF TRADE

Long Distance Telephone
Harrison 5693

CHICAGO

C. H. CANBY & CO.

8 Board of Trade

CHICAGO

We give special attention to handling the hedges of grain dealers and millers in the future markets. Write us.

ADOLPH KEMPNER COMPANY

COMMISSION MERCHANTS

Reliable Crop Information. Prompt and Faithful Service.

50 Board of Trade, CHICAGO

PHILIP H. SCHIFFLIN, Pres. EUGENE SCHIFFLIN, Secy.-Treas.

PHILIP H. SCHIFFLIN & CO.

INCORPORATED

Commission Merchants

515-518 Postal Telegraph Bldg.
CHICAGO, ILLINOIS

Consignments of all kinds of Grain and Field
Seeds a specialty

EVERYONE HAS A HOBBY
SO HAVE WE

CONSIGNMENTS

THAT'S ALL TRY US

M. L. VEON & CO.

762 INSURANCE EXCHANGE BUILDING, CHICAGO

Hulburt, Warren & Chandler

Stock Brokers and Commission
Merchants, Grain and Provisions.

Business solicited in any department
Receiving, Shipping, Futures

130 S. La Salle St. CHICAGO

B. S. WILSON

HARRY BOORE

B. S. Wilson & Co.

GRAIN, SEEDS and PROVISIONS

1118-1119 Royal Insurance Bldg., Chicago

W. M. TIMBERLAKE, Manager Grain Department



Lamson Bros. & Co.

ESTABLISHED 1874

Commission Merchants

AND

Track Buyers of Grain

6 Board of Trade CHICAGO

Ask for Bids Consignments Solicited

HARRY F. TODD, Pres. and Mgr. WARREN T. McCRAY, Vice-Pres.



WM. SIMONS, Sec'y-Treas.

DEAN L. MOBERLEY

E. E. RICE

Representatives

POPE & ECKHARDT CO.

Commission Merchants

Grain and Seeds

316-322 Western Union Building

CHICAGO



RUMSEY & COMPANY

COMMISSION MERCHANTS

Consignments a Specialty for Forty Years

80-81 BOARD OF TRADE,

CHICAGO

Branch Offices
PEORIA
ST. LOUIS

I. P. RUMSEY
FRANK M. BUNCH
HENRY A. RUMSEY

J. Herbert Ware Edward F. Leland

CONSIGN

your Grain and Seeds, and send your
orders for

GRAIN, PROVISIONS and STOCKS to

WARE & LELAND

190 W. JACKSON BOULEVARD

Royal Insurance Bldg.

CHICAGO

Long Distance Phones:
Wabash 3262 Automatic 51073

Your Interests Are Our Interests

GRAIN RECEIVERS

CHICAGO

GEO. S. DOLE, Pres. H. N. SAGER, Sec.
J. H. DOLE & CO.
 (Established 1852)
 Commission Merchants, Grain and Seeds
 We solicit your
CONSIGNMENTS
 and orders in futures
 226 La Salle Street, - - CHICAGO

HELLO! HELLO!! HELLO!!!
 ¶ In order to get the best results from a telephone conversation, you have got to have a good connection. Just so in the handling of your business. ¶ Connect with the firm that is a live wire; that will look after your interests; call for re-inspection when necessary; get good prices; make quick returns, and give you liberal treatment. ¶ In other words, make a connection with
ROSENBAUM BROTHERS, 77 Board of Trade, CHICAGO.
 ¶ Send us your grain to be sold on consignment. ¶ Let us bid for it when you desire to sell to arrive. ¶ You'll make no mistake (either Toledo or Chicago). ¶ Let us hear from you.
 PHONE. TELEGRAPH. WRITE.

F. E. WINANS & CO.
 GRAIN AND FIELD SEEDS
 COMMISSION MERCHANTS
 Barley, Oats, Wheat, Corn, Rye, Timothy, Clover, Flax, Hungarian Millet
 96 BOARD OF TRADE, CHICAGO
 Write us freely on all matters pertaining to grain and field seeds. Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

J. C. Shaffer & Co.
 BUYERS AND SHIPPERS OF
GRAIN
 234 S. La Salle St. Chicago

G. T. CARHART Pres. L. S. HOYT, Vice Pres. A. N. HARWOOD, Sec.-Treas.
 Personal, experienced attention given to all consignments to
CARHART, CODE, HARWOOD CO.
 GRAIN COMMISSION MERCHANTS
 36 BOARD OF TRADE CHICAGO

SEEDS **THE ALBERT DICKINSON CO.**
 DEALERS IN
 GRASS SEEDS, CLOVERS, FLAX SEED, LAWN GRASS, BEANS, PEAS, POPCORN, BIRD SEEDS, BUCKWHEAT, BAGS, ETC
 CHICAGO, Ill. Branch: Minneapolis, Minn.

CHICAGO

H. M. PAYNTER
 GRAIN COMMISSION.
 Special attention given consignments of grain and seeds. Orders in futures carefully executed
 402-408 Western Union Bldg., Chicago
 All business transacted through and confirmed by
 H. W. Rogers & Bro.

HENRY H. FREEMAN & CO.
 Hay, Straw and Grain
 COMMISSION MERCHANTS
 Correspondence and Consignments Solicited.
 Market Reports on Application.
 66 Board of Trade CHICAGO, ILL.

The personal attention kind of service counts
Walter Fitch & Co.
 Insurance Exchange Building, Chicago
 Our personal attention given to orders in futures and grain consignments.
 W. K. MITCHELL, Mgr. Cash Grain Department

HOOVER GRAIN COMPANY
 OAT
Shippers
 Operate Atlantic and Grand Trunk Western Elevators
 CHICAGO

C. H. THAYER & CO.
 GRAIN, SEEDS, FUTURES
 Your Consignments and Future Orders Solicited
 Our untarnished record for more than a quarter of a century, backed up with over \$100,000.00 capital, certainly speaks for itself.
 206 S. La Salle St., CHICAGO
 Minneapolis Milwaukee St. Louis Kansas City

BUFFALO

Alder-Stofer Grain Co.
 CONSIGNMENTS A SPECIALTY
 Buffalo, N. Y.

The permanent success of our business depends on our customers' continued satisfaction. Our business has been established forty years.

L. S. CHURCHILL, President
 G. W. BARTLETT, Treasurer
The Churchill Grain & Seed Co.
 Commission Orders Executed. Grain and Seed Bought and Sold
 Offices: Buffalo, N. Y. Members
 Toledo, Ohio New York Produce Exchange
 Seed Warehouse: Toledo Produce Exchange
 Located at Toledo, Ohio Buffalo Corn Exchange

A. W. HAROLD
 GRAIN
BARLEY A SPECIALTY
 717 Chamber of Commerce BUFFALO, N. Y.

H. T. BURNS, President BASIL BURNS, Sec.-Treas.
Burns Grain Company
 BUFFALO, N. Y.
 We invite correspondence and solicit consignments.
 GET OUR BIDS AND MARKET REPORTS

OMAHA

HOLMQUIST ELEVATOR CO.
 OMAHA, NEBRASKA
Receivers and Shippers of Grain
 Sacked Corn and Oats a Specialty
 Consignments Solicited

CAVERS ELEVATOR CO.
 OMAHA
Receivers and Shippers of Grain
SACKED CORN AND OATS
 Members: Omaha Grain Exchange Chicago Board of Trade.

UNIVERSAL GRAIN CODE

(AND MILL FEED SUPPLEMENT)

Compiled for use of **GRAIN AND MILLING TRADES**

of the United States and Canada

SEND FOR A COPY NOW. PRICE \$3.00.

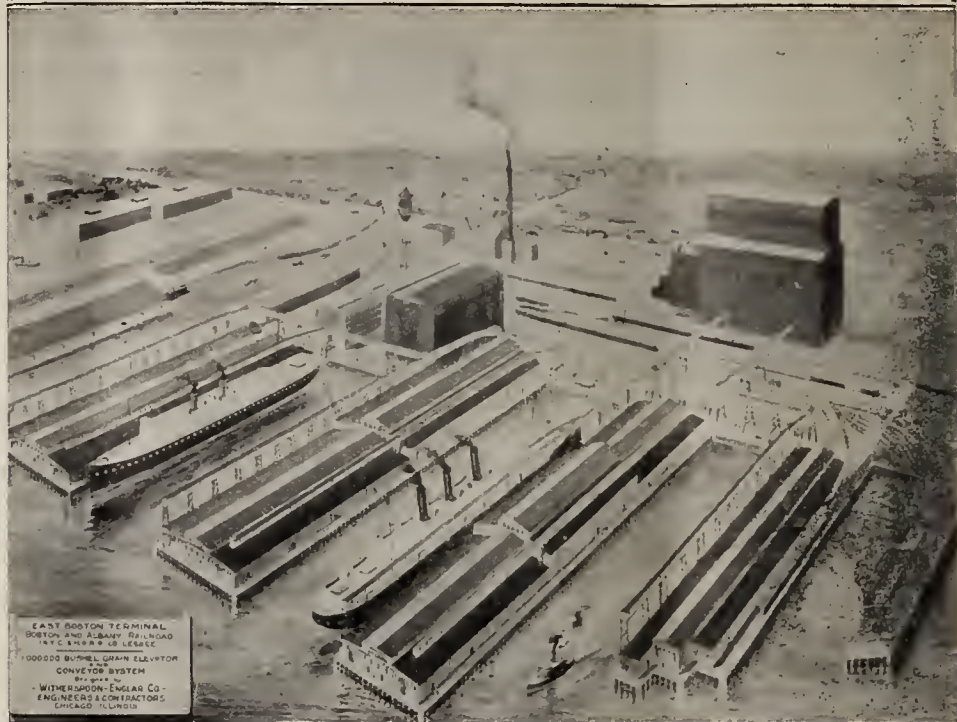
Mitchell Brothers Publishing Co., 431 South Dearborn St., Chicago, Ill.

MACDONALD ENGINEERING CO.

MONADNOCK BUILDING, CHICAGO



The above cut shows one of our latest models

Fire Proof Concrete Grain ElevatorIn this style we build *Transfer Elevators, Terminal Elevators*
or *Elevators at Country Points.* Write us.**Fireproof Grain Elevators**East Boston Terminal, Boston & Albany Railroad,
New York Central & Hudson River Railroad Co., LesseesDesigns and estimates promptly furnished
for all kinds of buildings for the handling
and storage of grain in any locality.**Witherspoon-Englar Company**

1244-1250 Monadnock Building, Chicago, Ill.

John S. Metcalf Co.

Builders of

*Terminal Elevators**Concrete Storage Bins**Transfer Elevators***Drawings and Specifications**

THE TEMPLE, CHICAGO

**FIRE-PROOF GRAIN
ELEVATORS
CONCRETE OR STEEL BINS**

WHEELER ELEVATOR, BUFFALO, N. Y.

MONARCH ENGINEERING CO.

Engineers and Contractors

Chamber of Commerce

BUFFALO, N. Y.

WRITE US FOR PRICES

At 10 tion

**Isn't It High Time**to let us figure on your eleva-
tor, mill, coal chute or
stock yards.**Burrell
Engineering
& Construc-
tion Co.**Designers and
Builders of**GRAIN
ELEVATORS**in Wood or
ConcreteRooms 1001-1004
Chicago Stock Exchange Building
CHICAGO, ILL.

JAMES STEWART & CO.

GRAIN ELEVATOR DEPARTMENT

1811 Fisher Building
W. R. SINKS, Manager

CHICAGO
R. H. FOLWELL, Engineer



Grand Trunk Pacific Railway Co. Elevators at Fort William, Ont.
Capacity 3,500,000 Bushels.

We Build Grain Elevators, Any Type of Construction, in Any Part of the World

Also General Contractors with Offices in the Following Cities,
Wire, Write or Call Personally.

NEW YORK, Hudson Terminal Building
PITTSBURG, PA., Westinghouse Building
SAN FRANCISCO, CAL., 709 Mission Street
ST. LOUIS, MO., Bank of Commerce Building
NEW ORLEANS, LA., Hibernia Bank Building
DENVER, COLO., 1st National Bank Building
CANADIAN STEWART CO., Limited, Montreal, Can., Eastern Townships Bank Building
FORT WILLIAM, Ontario, Canada

Fire Proof Steel Grain Elevators and Storage Tanks



30,000 Bushel Steel Elevator Built for Dakota Grain Co. at Alfred, N. D.

This is a type of elevator that we are building all through the Western States. They are an absolute insurance against fire, and for that reason they are the most economical elevator construction that can be found.

The Minneapolis Steel & Machinery Co. is equipped to furnish both steel and machinery with service, which, for efficiency and promptness is not equalled in this kind of work.

MINNEAPOLIS STEEL & MACHINERY CO.

MINNEAPOLIS, MINN.

Denver, Colo.
El Paso, Tex.

Spokane, Wash.

Salt Lake City, Utah
Butte, Mont.

ROBINSON TELEGRAPHIC CIPHER

Revised Edition

Cloth Binding - - - \$1.50
Leather Binding - - - \$2.00

Mitchell Brothers Publishing Co. 431 S. Dearborn St., Chicago.

Elwood's Grain Tables, A book needed by every miller and grain dealer. It shows the value of any number of bushels or pounds of wheat, rye, oats, corn or barley at any given price from 10 cents to \$2.00 per bushel. Cloth bound, 200 pages. Mailed on receipt of price, \$1.25, by

MITCHELL BROTHERS PUBLISHING CO., 431 S. Dearborn St.

CHICAGO



The Barnett & Record Co.

General Contractors
DESIGNERS AND BUILDERS OF

Grain Elevators Flour Mills and Heavy Structures

This Flour Mill and Grain Elevator recently constructed for the St. Lawrence Flour Mills Co., Ltd., at Montreal, Quebec, Canada

Write for Designs and Estimates

OFFICES

Minneapolis, Minnesota

Duluth, Minnesota

Fort William, Ontario

G. H. BIRCHARD
Contractor of
Grain Elevators
Especially Designed for Economy of
Operation and Maintenance
LINCOLN, NEB.

C. E. BIRD & CO.
Builders of the Highest Type of
MODERN GRAIN ELEVATORS
MINNEAPOLIS MINN.

L. H. HODGMAN
DWIGHT, ILL.
Designers and Builders of Elevators and Mills
Write for Plans and Estimates.
(We designed and built the Angola (Ind.) Elevator
illustrated on page 557 of the April "American
Elevator and Grain Trade".)

Elevator Machinery and Supplies

FLOUR AND FEED MILL MACHINERY
STEAM AND GAS ENGINES

Pulleys, Shafting, General Power Transmission Machinery, Roll
Grinding and Corrugating

Largest Factory and Stock in Western Country

SEND FOR 450-PAGE CATALOG

GREAT WESTERN MFG. CO.

General Office and Factory
LEAVENWORTH, KAN.

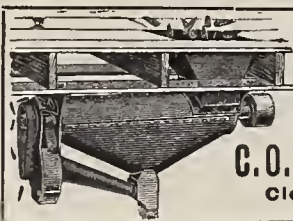
Warehouse and Salesrooms
1221-1223 Union Ave.
KANSAS CITY, MO.

Elwood's Grain Tables. A book needed by every grain dealer. It shows the value of any number of bushels or pounds of wheat, rye, oats, corn or barley at any given price from 10 cents to \$2.00 per bushel. Cloth bound, 200 pages. Mailed on receipt of price, \$1.25, by

MITCHELL BROTHERS PUBLISHING CO. 431 S. Dearborn St., Chicago

Robinson Telegraphic Cipher Revised Edition

Cloth Binding \$1.50
Leather Binding 2.00
Mitchell Brothers Publishing Co.
431 S. Dearborn St., Chicago



Triumph
Power
Corn Sheller
C. O. Bartlett & Co.
Cleveland, O.



The "Old Cyclone" served its purpose as an important factor in Dust Collector Evolution.

The problem was to eliminate the loss of half the power or volume of air current.

THE NEW "1905" Cyclone Dust Collector Saves This Loss

Write for Our
Dust Collector Catalog

The Knickerbocker Co.
Jackson, Michigan

Plain Gas Engine Sense

By E. L. OSBORNE

A BOOK for the man who has a gas or gasoline engine and wants to operate it to the best advantage.

The book is written in plain language and thoroughly covers the field of gas engine operation.

125 Pages of Practical Suggestions.
PRICE 50 CENTS
MITCHELL BROTHERS PUBLISHING CO
431 S. Dearborn St., Chicago, Ill.

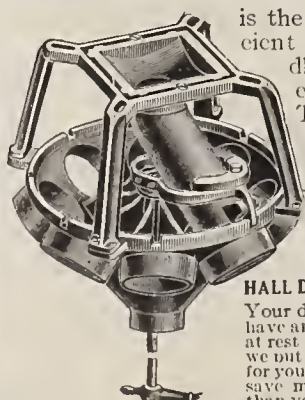
Fumigation Methods

By W. G. JOHNSON

Contains full directions for Fumigating Mills and Elevators.

313 Pages. Price \$1.00.
Mitchell Brothers Publishing Co.
431 S. Dearborn St., Chicago

We assert from knowledge born of many years experience, that the
HALL SIGNALING NON-MIXING GRAIN DISTRIBUTOR



is the most efficient grain handling device ever built. The statement is strong, but it is the simple truth, and is believed by every user of the
HALL DISTRIBUTOR.
Your doubts if you have any, will be set at rest forever, when we put a Hall at work for you. And you will save more money than you think.

HALL DISTRIBUTOR COMPANY
506 Ramage Bldg., OMAHA, NEBR.

Reliance Construction Company

Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.



**DECATUR
CONSTRUCTION CO., Inc.**

Designers and Builders of
Grain Elevators

CORRESPONDENCE SOLICITED

510-512 WAIT BLDG.

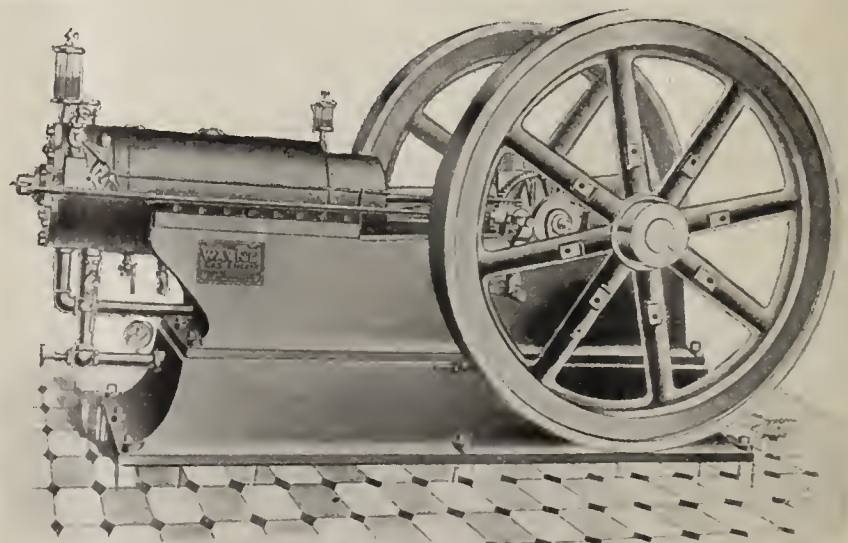
DECATUR ILLS.

Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE
STRONG-SCOTT MANUFACTURING CO.
MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Inviolable Cleaners, Knickerbocker Dust Collectors



WAYNE GAS AND GASOLINE ENGINES

We have been manufacturing the above engine for 12 years. Have never had a dissatisfied customer in all this time.

Desiring to reduce present stock of engines, we are offering some bargains in the following sizes: 4 to 30 H. P. single cylinder gas and gasoline engines; 50 to 100 H. P. tandem producer gas engines and producers.

Write for Catalogue and Prices.

Fort Wayne Foundry & Machine Co., Fort Wayne, Ind.

No More Overflowing Bins in Your Elevator—No More Choked Belts, Causing Trouble and Loss of Business—No More Fires Caused by Friction on Choked Belts—

All these troubles and worries of the country elevator man can be avoided if you will install our

Grain Elevator Automatic Alarm

It is inexpensive, reliable, cannot get out of order, needs no attention and is always a silent friend, willing to work whenever it is called upon from the above causes. Warns the elevator man by bells ringing the moment the bin is full or the grain running back down the leg causing the choked belt.

YOU CANNOT AFFORD TO BE WITHOUT IT IN YOUR ELEVATOR

Write us for Pamphlet and Information.

Grain Elevator Specialties Company, Ltd.,
GRAIN EXCHANGE, WINNIPEG, MAN.

A good elevator carpenter can install the device in you elevator in one day.

Grain Dealers Everywhere are Using The Automatic Dump Controller



Entirely under the driveway floor and takes up no room.

Easily attached to a rail, platform or dump scale.

Has control of the dump from the time that the trigger is pulled and causes it to settle down easily and without the least jerk or jar.

Shipped on 30 or 60 days' trial

Also build

Grain Elevators

Write for plans and estimates.

L. J. McMILLIN

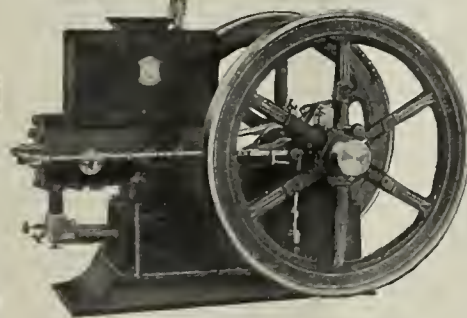
618 Board of Trade Building
INDIANAPOLIS, IND.

KENNEDY CAR LINERS

are the modern, sure and cheap way of avoiding losses and troubles occasioned by leakage in transit. Made by

FRED W. KENNEDY
SHELBYVILLE, IND.

1879—LAUSON "FROST KING"—1912
Has High Grade Rotary Built-in Magneto and no batteries to give you trouble or expense. Engine has hardened steel wearing parts. Gasoline or Kerosene.
THE JOHN LAUSON MFG. CO.
59 Monroe Street New Holstein Wis.



DUST! DUST! GIBBS
DUST PROTECTOR is invaluable to operatives in every industry where dust is troublesome. It has been thoroughly tested for many years in every kind of dust, and is the most reliable protector known. Perfect Ventilation. Nickel-plated protector, \$1, postpaid. Circular free.
Agents wanted. GIBBS RESPIRATOR CO., "B" 124 East Ave., Oak Park (Chicago), Ill.

MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878. Alton, Illinois

Insurance on Flour Mills and Elevator Properties.

Grain Insurance for short terms a Specialty.

CASH ASSETS - \$376,783.32

G. A. McKINNEY, Sec'y

Millers' National Insurance Co.

Room 1321, Insurance Exchange Building,
175 W. Jackson Boulevard.

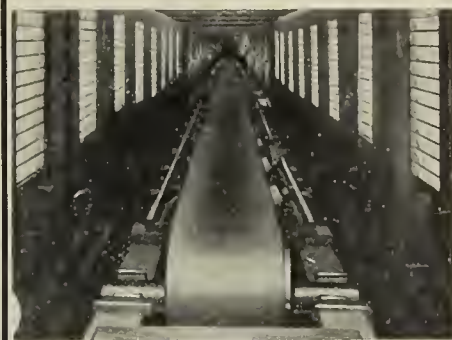
CHICAGO - - ILL.
CHARTERED 1865

Insurance with a maximum of security at a minimum of cost for **ELEVATORS, WAREHOUSES and CONTENTS**, on the Mutual Plan.

Five-Year Policies or short term policies on grain, if required.

Semi-Annual Assessments costing about one-half Stock Company Rates.

Gross Cash Assets.....\$1,703,365.33
Net Cash Surplus and Permanent Fund.....\$1,013,587.24
Losses Paid Since Organization...\$7,673,329.60



Jeffrey Grain Handling Equipments

are designed and built to meet the conditions.

Belt Conveyers, Spiral Conveyers, Chain Belting, Elevators, Elevator Buckets, Sprocket Wheels, Shafting, Complete Line of Transmission Machinery, Etc.

Write for New General Catalog No. 82.

Jeffrey Mfg. Company
Columbus, O.

Chicago Office - 1610 Fisher Bldg.

Want ads. in this paper bring results. Rates on application.

INSURE WITH THE Michigan Millers Mutual Fire Insurance Co. of LANSING, MICHIGAN

and get, without extra cost, the benefit of their Scientific Inspections of your plant, embracing

Common Hazards Mechanical Hazards Electrical Hazards

Members of Mutual Fire Prevention Bureau



Fred Friedline & Company

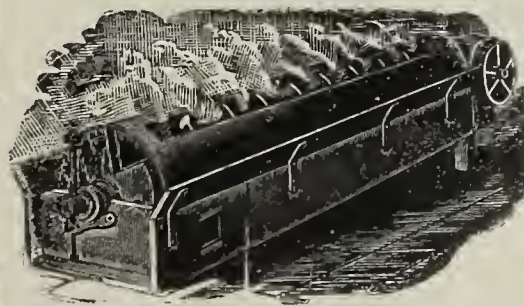
DESIGNERS AND BUILDERS

Transfer, Terminal and Country Elevators, Warehouses, Tankage in Frame, Iron-Clad or Fire-Proof Construction, Concrete Tanks

Plans and Specifications a Specialty. Write for Sketches and Estimates.

253-261 La Salle Street CHICAGO.

SEE THAT YOUR
CONTRACT CALLS FOR



THE CUTLER STEAM DRYER

SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 30 years drying CORN MEAL, HOMINY,

BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention.

THE CUTLER CO., North Wilbraham, Mass.
CATALOG ON REQUEST

**WEBSTER'S
NEW
INTERNATIONAL
DICTIONARY**

**YOU NEED
This New Creation**

Because it is the *only new* unabridged dictionary in many years. Covers every field of the world's thought, action, and culture. it defines over 400,000 words. 2700 Pages. 6000 Illustrations.

Because it is the *only* dictionary with the new divided page.

Because it is accepted by the Courts, Schools, and Press as the *one supreme authority*.

Because he who knows Wins Success. Let us tell you about this new work. Write for specimens of new divided page, illustrations, etc. G. & C. MERRIAM CO., Publishers, Springfield, Mass. Name this paper, receive FREE, set of pocket maps.

G. & C. MERRIAM CO.

You can satisfy your wants quickly through the classified ads. in this paper.

Leading Grain Receivers in all Markets

ATLANTA, GA.

Joseph Gregg & Son, grain and hay brokers.*†

BALTIMORE, MD.

England & Co., Chas., grain and hay receivers.*†
Hax & Co., G. A., grain and hay receivers.*†

BUFFALO, N. Y.

Alder-Stofer Grain Co., grain commission.*
Burns Grain Company, grain commission.
Churchill Grain & Seed Co., grain and seeds.*
Harold, A. W., grain merchant.

CHICAGO, ILL.

Armour Grain Co., grain buyers.*
Bailey & Co., E. W., commission merchants.*
Canby & Co., C. H., commission merchants.*
Carhart, Code, Harwood Co., grain commission.
Dickinson Co., Albert, seeds.
Dole & Co., J. H., commission merchants.*
Fitch & Co., Walter, grain commission.*
Fraser Co., W. A., grain commission.*
Freeman & Co., Henry H., hay, straw and grain.†
Gerstenberg & Co., grain and seeds.*
Griffin & Company, J. P., grain commission.
Hooper Grain Co., receivers and shippers.*
Hulburt, Warren & Chandler, com. merchants.
Illinois Seed Co., seed merchants.
Kempner Company, Adolph, commission merchants.
Lamson Bros. & Co., commission merchants.*
McKenna & Rodgers, commission merchants.*
Paynter, H. M., grain commission.
Pope & Eckhardt Co., grain and seeds.*
Rosenbaum Brothers, receivers and shippers.*†
Rumsey & Co., commission merchants.*
Sawers Grain Co., grain commission.*
Schiffin & Co., Philip H., commission merchants.*
Shaffer & Co., J. C., buyers and shippers.*
Somers, Jones & Co., commission merchants.*
Thayer & Co., C. H., grain and seeds.
Van Ness, Gardiner B., grain commission.*
Vehon & Co., M. L., commission merchants.
Wagner & Co., E. W., receivers and shippers.*
Ware & Leland, grain and seeds.*
Wilson & Co., B. S., grain, seed and provisions.*
Winans & Co., F. E., grain and field seeds.

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain and seeds.*

CROWLEY, LA.

Lawrence Brothers Co., Ltd., grain, nutriline feed.

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DES MOINES, IOWA.

Lockwood Grain Co., B. A., flour and grain dealers.*

DETROIT, MICH.

Caughey & Carran, grain commission.
Dumont, Roberts & Co., receivers and shippers.*

GREENVILLE, OHIO.

Grubbs Grain Co., E. A., buyers and shippers.*

HARRISBURG, PA.

Harrisburg Feed and Grain Co., grain and feed.

INDIANAPOLIS, IND.

Bert A. Boyd, grain commission.*
Witt, Frank A., grain commission.

JACKSONVILLE, FLA.

Wilson & Parker Co., commission merchants.*

KANSAS CITY, MO.

Thresher-Fuller Grain Co., grain commission.*

LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.

LOUISVILLE, KY.

Callahan & Sons, receivers and shippers.*
Thomson & Co., W. A., receivers and shippers.

MILWAUKEE, WIS.

Fagg & Taylor, shippers.*
Mereness & Potter Co., grain and seeds.*
Mohr-Holstein Commission Co., grain commission.
Rosenberg & Lieberman, seed merchants.

MINNEAPOLIS, MINN.

McCaull-Dinsmore Co., commission merchants.*
Minneapolis Seed Co., seeds.

NEW ORLEANS, LA.

A. F. Leonhardt & Co., grain and hay.*†

NEW YORK, N. Y.

Brooklyn Hay & Grain Co., hay, straw and grain.†
Forbell & Co., L. W., commission merchants.*†
The American Hay Company, hay.†

OMAHA, NEB.

Cavers Elevator Co., receivers and shippers.*
Holmquist Elevator Co., receivers and shippers.*

PEORIA, ILL.

Bartlett Co., S. C., receivers and shippers.*
Buckley, Pursley & Co., commission merchants.*
Dewey & Sons, W. W., grain commission.
Feltman, C. H., grain commission.
Grier & Co., T. A., grain commission.
Miles, P. B. & C. C., grain commission.*
Mueller Grain Co., receivers and shippers.
Rumsey, Moore & Co., grain commission.*
Tyng, Hall & Co., grain commission.*
Warren Commission Co., commission merchants.

PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.*†
Lemont & Son, E. K., hay, grain, mill feeds.*
Miller & Sons, L. F., receivers and shippers.*†
Richardson Bros., grain, flour, mill feeds.*†

PITTSBURG, PA.

Foster, C. A., grain, hay and feed.*
Hardman & Heck, hay, grain and feed.
Heck & Co., W. F., receivers and shippers.†
McCaffrey's Sons Co., Daniel, grain and hay.*†
McCague, R. S., grain and hay.*
Morgan, H. G., hay and grain.†
Stewart & Geidel, D. G., grain, hay and feed.†

SAGINAW, MICH.

The Henry W. Carr Co., receivers and shippers.*

ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers and shippers.
Fallis, J. C., grain commission.
Mullally Commission Co., John, com. merchants.*†
Picker & Beardsley Com. Co., grain, hay and seeds.*†
Prunty, Chas. E., grain and seeds.

TOLEDO, OHIO.

Devore & Co., H. W., grain dealers.
The Goemann Grain Company, grain merchants.*†
King & Co., C. A., grain and seeds.*†
Raddatz & Co., H. D., grain and seeds.
Southworth & Co., grain and seeds.*†
Wickenhiser & Co., John, grain dealers.
Zahm & Co., J. F., grain and seeds.*†

*Members Grain Dealers' National Association.

†Members National Hay Association.

UNIVERSAL GRAIN CODE

(and Mill Feed Supplement)

COMPILED FOR USE OF

GRAIN and MILLING TRADES

OF THE

United States and Canada

This Code meets the present day requirements of the grain and milling trades—is up-to-date in every respect and thoroughly covers the changes in methods and business that have come into use of late years.

The translation expressions and tabulated matter is a great improvement upon any public grain and milling code now in use, and is an assured factor in saving tele-

graph tolls and misunderstandings in telegraphing.

The Universal Grain Code is being used by many hundreds of the most active firms in the country.

A list of Code Users is sent gratis with every copy of the Universal Grain Code, the names and addresses being published free of charge.

Send for a Copy Now. Price \$3.00.

MITCHELL BROTHERS PUBLISHING CO.

431 S. Dearborn Street

CHICAGO, ILL.

Progressive Grain Men

Are interested in all phases of the grain business, the milling as well as the marketing of grain. They aim to keep in touch with the consuming trade and know what becomes of their grain in the markets of the world. Such men find the

AMERICAN MILLER

a big help because it fully covers the business of milling wheat and other cereals.

Published on the first of each month, it gives all the news of the milling world and prints a large amount of technical matter that is of interest to the elevator man as well as the miller.

We will send the American Elevator and Grain Trade and American Miller to one address for one year at the combination price of \$2.50. Send in your subscription now.

Rogers Grain Company

ALL BRANCHES OF THE
GRAIN BUSINESS

A complete organization and experienced service for handling your business in a prompt and efficient manner.

402-408 Western Union Building
CHICAGO, ILL.

Let us BUY your grain if you wish to SELL
Let us SELL your grain if you wish to CONSIGN

J. C. Shaffer & Company

234 S. La Salle Street, CHICAGO

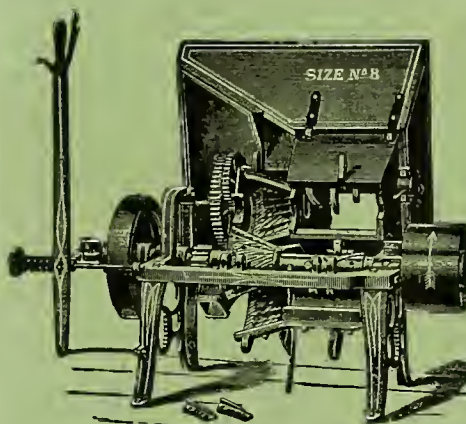
COMMISSION MERCHANTS

Also

Buyers and Shippers of Grain

W. M. HIRSCHY, Manager Commission Department

Bowsher's All-Around Feed Mill



(Sold with or without sacking elevator)

It CRUSHES ear corn (with or without shucks) and GRINDS all kinds small grain and KAFFIR IN THE HEAD. Has CONICAL shaped GRINDERS, DIFFERENT FROM ALL OTHERS. RUNS LIGHT. Can run EMPTY WITHOUT INJURY. Ahead of rolls or stones in speed and quality of work.

YOU NEED a mill now. Quit THINKING about it. COMMENCE to investigate. Give US a chance and we'll tell you WHY we think ours is the best.

SEVEN SIZES: 2 to 25 H. P.

Circular sent for the asking.

Drive pulley overhung. Belt to it from any direction. Makes complete independent outfit.

THE N. P. BOWSHER CO., South Bend., Ind.

HOME BANK and TRUST COMPANY

Milwaukee and Ashland Aves.

CHICAGO

Capital	-	-	\$300,000.00
Surplus	-	-	50,000.00
Undivided Profits			10,138.33
Deposits	-	-	722,499.39

OFFICERS:

R. I. TERWILLIGER, President L. H. PRYBYLSKI, Cashier
CHAS. R. HOERR, Vice-Pres. WM. O. CONRAD, Asst. Cashier

DIRECTORS:

W. A. Wleboldt	B. M. Hair	H. R. Misch
Albert W. Beilfuss	Julius Koop	F. S. Atherton
Dr. K. A. Zurawski	Peter L. Evans	R. I. Terwilliger
Paul Drzymalski	Charles F. Hoerr	Philip Klaffer
Ernest Fenske		H. C. Struve

Merchants and Manufacturers

who contemplate establishing plants in the West and Northwest should take advantage of a location on the

Chicago and North Western Railway

which reaches the famous Water Powers, Coal Fields, Iron Ore Ranges, Hard and Soft Timber Districts of the West and Northwest, and affords the best means of transportation to the markets of the world.



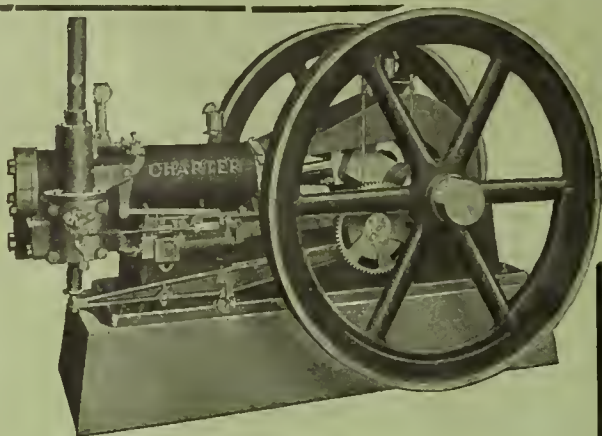
The Pioneer Line West and Northwest of Chicago

For further particulars apply to

George Bonnell, Industrial Agent
Chicago, Ill.

ORIGINAL GASOLINE ENGINE OF THE WORLD

100 H. P. and smaller
—for all kinds of work.
Gasoline, Kerosene,
Naphtha, Distillate,
Fuel Oil, Gas.



35 H. P. Charter in Use 21 Years; "Of Age."

Charter Gasoline Engine Co.,
Sterling, Ills.

Utica, Illinois, May 24, 1912.

Gentlemen:—We have in use at our elevator here, a Charter Gasoline Engine 35 Horse Power, installed in 1891; and which has been in constant use since that time and is in perfect running order today.

Some of the minor parts, because of wear, have from time to time been renewed and the engine today after twenty-one years of almost constant use is as good, and will develop its full power, as well as the day it was installed in 1891.

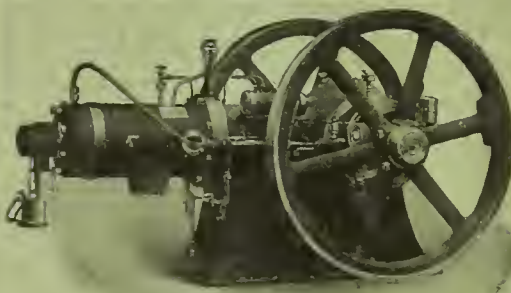
For simplicity and durability, we believe this Charter is superior to many of the newer engines and cannot be surpassed by any.

Very truly, ILLINOIS VALLEY GRAIN CO.

Send for Catalog and State Your Power Needs

400 Locust
Street

**CHARTER GAS ENGINE CO. STERLING
ILL.**



It Costs 5c an Hour

to operate a 25 H. P. Muncie
Oil Engine, other sizes in pro-
portion,

Uses Crude Oil, Fuel Oil,
Gas Oil, Solar Oil, Kerosene
or Distillate.

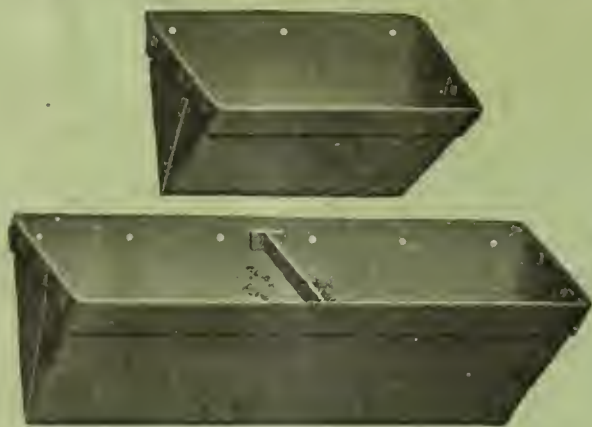
But two mechanically oper-
ated attachments. Powerful,
Simple, Automatic and Dur-
able. Write us.

MUNCIE GAS ENGINE & SUPPLY CO.

Liberty Street

MUNCIE, IND

WELLER—MADE



When You Want Buckets Adapted to High Speeds

—order Minneapolis "V" Elevator Buckets from WELLER:

These are especially designed for high speeds as the
elevator head pulley may be run about 5 revolutions per
minute faster than in any other type of bucket.

Black or galvanized steel. Sizes over 14 inch are
strengthened with a wrought iron brace.

Write us when you need any style of bucket—also
scoops, grain shovels, grain feeders, ear loaders, etc.

Ask for a copy of our No. 20 catalog.

WELLER MFG. CO.,

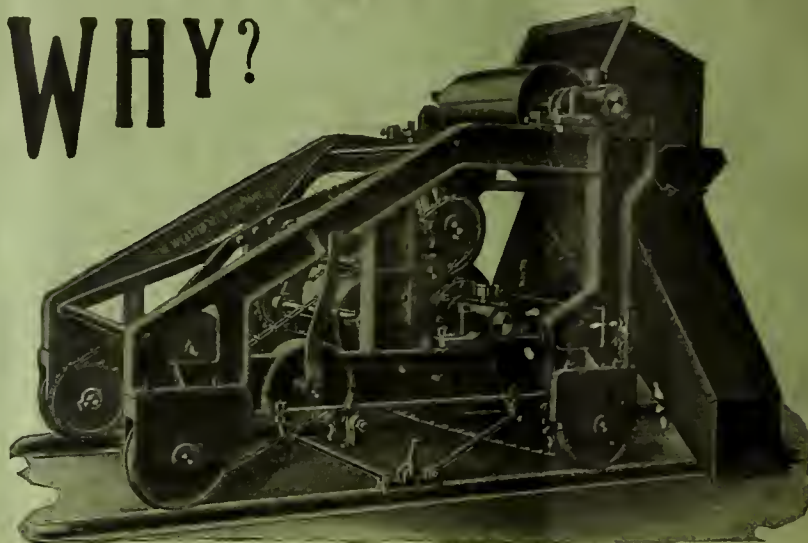
Chicago

Nobody Would Think

Of building an Elevator
without getting Webster's
Figures on the equipment

And, then, the Webster figures are made the basis of comparison
for all the bids received.

WHY?



BECAUSE—everybody knows that Webster Grain
Handling Machinery and Power Trans-
mission Equipment are the best that can be bought. "You can't get
away from Webster Leadership in this line of work."

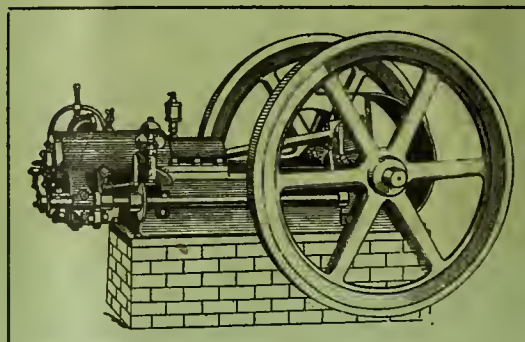
Above is shown style L Belt Conveyor Tripper,
the latest development in Webster Progress.

The Webster M'f'g Company
Tiffin, O.

NEW YORK
88-90 Reade St.

CHICAGO
815-817 Fisher Bld.

The Lambert Gasoline Engine



Operated without the use of Battery

**STATIONARY and
PORTABLE**

Thousands in Use

Thoroughly well Built
and Fully Guaranteed.

Write for Catalog and Prices

THE LAMBERT GAS & GASOLINE ENGINE CO.

Anderson, (East Side)

INDIANA



The Day Dust Collector

No grain elevator can be
complete today without

The Day Dust Collecting System

It is storm proof and spark
proof and with no back pres-
sure, the fan does more and
better work.

The "Day" Means Quality

Write for particulars

THE DAY COMPANY

38 So. 12th Street
MINNEAPOLIS, MINN.